



**Germany in ferment**  
The pessimism  
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# FINANCIAL TIMES

Europe's Business Newspaper

TUESDAY MAY 4 1993

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## Klöckner set to face \$108m loan action by EC

The European Commission is poised to demand full recovery of its DM175m (\$108m) loan to Klöckner-Werke, German steel group which filed for protection from its creditors in December. The move threatens to push the group into outright bankruptcy. Page 17; Fears on steel support plans, Page 3

**US indicator plunges:** Fresh signs of US economic weakness were exposed by an unexpected plunge in the Purchasing Managers' Index which fell almost 4 points between March and April. Page 16; Field day for bears, Page 34

**IBM lures Chrysler executives:** Jerry York, chief financial officer of Chrysler for the past two years, has been named to the same position at International Business Machines. Page 19

**Continental, German tyre company,** has decided it would be "premature" to pay shareholders a dividend for 1992 despite a return to profitability last year. Page 19

**UK government aids taxcut:** UK government advertisements in Germany aimed at encouraging businesses to move to Britain are exaggerating the savings in labour costs to be made by the switch, says a UK study. Page 16

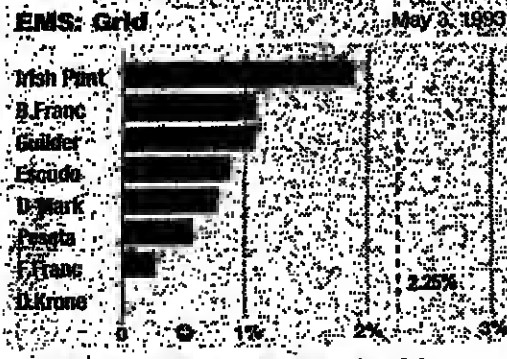
**UK fear of unemployment:** More than four out of every 10 UK workers are worried they could be without a job in the next 12 months, says a survey by the Mori polling group. Page 8

**Brussels break-out:** Three of Belgium's most wanted men made an audacious armed break-out from a Brussels jail, shaming the country's prison service and police. Page 16

**MailWest store moves:** National Westminster Bank, the UK clearing bank, is to introduce store cards in Germany. Page 8

**Dutch growth falters:** Dutch economic growth is likely to fall below 1 per cent in 1993 before rebounding to around 2 per cent next year, says the Organisation for Economic Co-operation and Development. Page 2

**Jammu bombing kills two:** Thirty-eight people were injured, eight critically, when bombs exploded at a cinema and a bus station in Jammu, Kashmir. **European Monetary System:** The Spanish peseta has regained some of its strength in the European exchange rate mechanism grid, rising from bottom place to second from bottom. Its rise has partly been due to last week's strong indications that the Bundesbank will continue to cut Germany's short-term interest rates this month, reducing pressure on the peseta/D-Mark cross rate. Bank of Spain intervention has also supported the currency, although dealers remain concerned that this has led to a heavy depletion of the country's official reserves. IMF to oversee currency trends, Page 6; Gradual recovery from crisis, Page 21; Currencies, Page 29



The chart shows the member currencies of the exchange rate mechanism measured against the weakest currency in the EMS's narrow 2.25 per cent fluctuation band. In practice, currencies in the narrow band cannot rise more than 2.25 per cent from the weakest currency in that part of the system. The Spanish peseta and Portuguese escudo operate with 6 per cent fluctuation bands.

**Armenian minister shot:** Gunmen shot dead Armenia's railway minister Ambartsum Kandilyan as he drove to work in the capital Yerevan.

**Cape murders fuel SA tensions:** South Africa was hit by more racial tension after five whites were killed by blacks in a Cape hotel bar at the weekend. Page 16

**Iveco, commercial vehicle subsidiary of Fiat of Italy,** suffered a second heavy annual loss in the face of the continuing steep fall in west European truck sales. Page 17

**BT share sales:** At least four European banks excluded from the global syndicate to market the UK government's remaining BT share stake have withdrawn their support as regional managers to the £5.5bn (\$8.47bn) issue. Page 17

**Gunshot chills:** Jean Roux, 66, Gaullist regional council vice-president, drowned himself in the Loire at La Charité just 24 km from Nevers where former Socialist premier Pierre Bérégovoy committed suicide on Saturday.

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## Owen confident that Bosnian Serbs will ratify Athens accord Bosnian peace plan threatened

By Laura Silber in Belgrade and Robert Mautner in London

BOSNIAN SERB hardliners yesterday warned that it was far from certain their self-styled parliament would ratify a Bosnian peace agreement, signed under great pressure by their leader, Mr Radovan Karadzic, in Athens on Sunday.

The fate of the plan, brokered by Mr Cyrus Vance and Lord Owen, the United Nations and European Community mediators, now depends on the outcome of a meeting of the assembly in the Bosnian Serb headquarters at Pale, near Sarajevo, tomorrow.

Both Lord Owen and President Slobodan Milosevic of Serbia, who played a key role during the hastily convened summit of the Bosnian warring factions in persuading Mr Karadzic to sign the agreement, have expressed confidence that Bosnian Serb assembly would finally endorse it.

Mr Milosevic has even indicated that he would go to Pale himself to address the assembly.

But Mr Karadzic, who has announced that he would resign if the parliament rejected the peace plan for a third time, said yesterday he expected a hard struggle to persuade the parliament to back it.

Under the plan, Bosnia would be divided into 10 semi-autonomous provinces, largely on ethnic lines, and the Bosnian Serbs would have to give up more than one-third of the territory they now occupy.

Even more discouraging were the remarks at the weekend of Mr Momcilo Krajcinovic, president of the Bosnian Serb assembly, who said that Mr Karadzic's signature did not in any way mean actual acceptance of the agreement. "I believe it must be reworked and cannot be accepted in its present form," he said.

Meanwhile, the US has made it clear that it wants the international community to keep up the pressure on Serbia and the Bosnian Serbs, which included the preparation of military options, in case the Bosnian Serbs did not honour the agreement.

A statement to this effect was issued after five hours of talks in Britain between Mr Warren Christopher, the US secretary of state, Mr John Major, UK prime minister, Mr Douglas Hurd, foreign secretary, and Mr Malcolm Rifkind, defence secretary, on Sunday.

The statement said the US and UK would continue to develop "a common position with our partners and allies on stronger measures to be taken if the Serbs fail to implement the peace settlement. Several options are under consideration, including military steps."

However, no reference was made to well-publicised British reservations about the desirability of military action, be it the partial lifting of the arms embargo on the former Yugoslavia to help the Bosnian Muslims or selective air strikes against Bosnian Serb road and supply lines.

Mr Christopher yesterday met Mr Javier Solana, the Spanish foreign minister, and Mr Michalis Papakonstantinou, the Greek foreign minister, on the second day of a mission aimed at building a consensus among western allies on the need to take military measures if the Bosnian Serbs do not implement the Vance-Owen plan.

He was due to fly to Paris later yesterday, before continuing his European tour with stops in Moscow, Brussels and Bonn.

In Brussels, Mr Christopher is due to visit Nato headquarters for discussions with Mr Manfred

Wörner, the Nato secretary-general and military chiefs, on both contingency plans for western air strikes against the Bosnian Serbs and the possible US contribution to peacekeeping forces to enforce the Vance-Owen plan, once it is clear that it will be implemented.

Nato's offer to take on the peacekeeping task on behalf of the UN, which is already over-stretched by its commitments round the world, received a boost yesterday when the White House announced it was prepared to contribute ground troops to such an operation. The US has not, however, specified how many troops it is prepared to make available.

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Clinton keeps up pressure, Page 2  
Editorial Comment, Page 15

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Clinton keeps up pressure, Page 2  
Editorial Comment, Page 15

## BAe and Matra in missiles merger

By Paul Betts and Andrew Adonis in London

BRITISH Aerospace and Matra-Hachette of France are on the verge of combining their missile-manufacturing operations to create one of Europe's biggest guided weapons companies.

The two companies are expected to announce this week agreement to form a joint venture combining the subsidiaries. Its annual turnover will be more than £1bn (\$1.54bn).

According to today's issue of Flight International magazine, the British and French governments are "aware of the situation" and are likely to approve.

The merger is a significant step in the consolidation and rationalisation of Europe's defence and aerospace industry, accelerated by the reduction in government defence spending since the collapse of the eastern bloc.

BAe, one of Britain's largest manufacturing companies, has repeatedly said it wanted to form a partnership with other European defence groups for its missile operation as part of its restructuring strategy.

Two years ago BAe sought to merge its loss-making guided weapons business with that of the French Thomson-CSF group, but the deal collapsed. Thomson-CSF has since linked up with Short Brothers of Belfast to develop ground-to-air missiles.

BAe is in talks with the private Matra group last year over a possible sale of its space activities, but the two failed to agree on a price. However, they maintained contact and have been negotiating a merger of their missile businesses for some months.

With 5,000 employees, BAe's Defence Dynamics division is the larger employer, but the two missile businesses are around the same size in terms of turnover. Matra's missile sales totalled around £800m (\$920m) last year while BAe had annual missile sales of around £500m.

Matra has long wanted to forge a European partnership for its defence activities in preference to taking part in a restructuring of the French domestic missile industry with the state-controlled Aerospatiale and Thomson-CSF.

Mr Noel Forgeard, head of Mat-

Continued on Page 16

## Engelholm quits over knowledge of 'dirty tricks' campaign against him

### Blow to German opposition as leader resigns

By Quentin Peel in Bonn

GERMANY'S opposition Social Democrats, the main challengers to the rule of Chancellor Helmut Kohl, were thrown into disarray yesterday by the sudden resignation of their leader, Mr Björn Engelholm.

His decision to quit as party leader and as premier of Schleswig-Holstein, ostensibly for misleading a parliamentary inquiry in his home state, leaves the party adrift less than a year before the start of a series of local, state, national and European elections.

Mr Engelholm announced his move at an emotional press conference, after he had admitted lying about his inside knowledge of a "dirty tricks" campaign against him by the rival Christian Democrats in Schleswig-Holstein in 1987.

He said the affair had damaged his political credibility, without which he could lead neither his state nor the SPD. He remains one of the most popular politicians in the country, alongside Mr Hans-Dietrich Genscher, the former foreign minister, and Mr Wolfgang Schäuble, parliamentary leader of the CDU.

The SPD announced that Mr Johannes Rau, its most senior vice-chairman, prime minister of North Rhine-Westphalia and the

party's challenger to Mr Kohl in 1997, would take over as leader until a new party chief could be elected.

Leading candidates include Mr Gerhard Schröder, prime minister of Lower Saxony, and Mr Rüdiger Schöpp, prime minister in the Rhineland Palatinate. However, Mr Schröder is blamed for harming Mr Engelholm in recent weeks by allowing his own ambitions to be known.

Mr Rau admitted that the affair was "a heavy blow" for the Social Democrats, who have been struggling to gain a clear political lead in spite of the current sharp economic recession and squabbling within the ruling coalition.

Political observers in Bonn remain baffled at Mr Engelholm's decision to quit for lying about the precise moment at which he knew of the dirty tricks campaign being conducted against him by Mr Uwe Barschel, the CDU premier in Schleswig-Holstein. The question was whether he knew before the polling day, or only afterwards.

Mr Barschel's press spokesman revealed at the time that he had co-ordinated a series of smear stories against Mr Engelholm. As a result of the revelations, the elections were rerun, resulting in victory for the SPD, and Mr Barschel was found dead in a hotel bathroom in Geneva, having



Björn Engelholm (right) announces his withdrawal from politics, watched by Johannes Rau

apparently committed suicide.

In recent weeks, it has emerged that Mr Barschel's press spokesman had received DM40,000 (\$26,000) from one of Mr Engelholm's closest aides, in apparent payment for information about the dirty tricks campaign.

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Germany's malaise, Page 15

## Outlook for Italy improves as two ministers reconsider

By Haig Simonian in Milan

THE OUTLOOK for Italy's week-old government led by Mr Carlo Azeglio Ciampi, the prime minister, brightened yesterday in spite of growing tensions within the two main parties supporting it.

The change came amid signs that Mr Vincenzo Visco and Mr Augusto Barbera, two of the four ministers who resigned from the government last week, might be reconsidering their decisions.

Mr Giorgio Benvenuto, the leader of the Socialist party, appealed to the Democratic Party of the Left (PDS), the former Communists, to reconsider its opposition to Mr Ciampi.

Mr Visco and Mr Barbera, both PDS politicians, said their decisions would be temporarily "frozen" pending a decision by their party. Last night, the party decided against supporting Mr Ciampi, but left open the door to abstaining in a parliamentary

vote of confidence later this week.

The resignations came after parliament decided on Thursday to turn down the request by Milan magistrates to lift the immunity of Mr Bettino Craxi, the former Socialist leader, on several instances of alleged corruption. The vote unleashed demonstrations throughout Italy and calls for immediate parliamentary elections.

Separately yesterday Mr Giulio Andreotti, the seven times prime minister who is facing investigations for alleged links with the Mafia, said he would ask the senate to lift his own immunity. He said he did not want the issue to exacerbate tensions.

A senate committee last week agreed to the request by Palermo magistrates that Mr Andreotti's immunity be lifted, amid strong opposition from the former premier, now a life senator.

Mr Andreotti's move and the mere survival of the government

over the weekend helped to lift sentiment in the share and currency markets. Equities rose sharply in Milan, while the lira made up some of the ground lost against other currencies after parliament's surprise decision on Mr Craxi.

However, the repercussions of the Craxi vote were still being felt among the Socialists and Christian Democrats, the two main parties supporting the four-party coalition government.

A number of leading Socialists, including Mr Giorgio Ruffolo, a former environment minister and member of the senate, left the party at the weekend in protest at the decision over Mr Craxi's immunity.

The resignations mark a deepening rift between supporters of Mr Craxi and other Socialists who want to distance the party from its former leader.

Similar, but less acute, tensions have emerged within the Christian Democrats.

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## NEWS: INTERNATIONAL

Experts estimate 70,000 international troops could be needed to monitor peace

## West would take strain of Bosnian deal

By Robert Mauthner,  
Diplomatic Editor

IMPLEMENTATION of the Bosnian peace plan brokered by Mr Cyrus Vance and Lord Owen in Athens at the weekend will present the international community - and the western allies in particular - with huge problems.

The plan, which comes into effect 72 hours after the United Nations Security Council has approved it, probably within the next few days, will require an international force

estimated by experts at between 50,000 and 70,000 men. It has been notoriously difficult for the UN to persuade reluctant member nations to contribute the necessary forces for peacekeeping operations round the world. But Nato has come to the rescue in the case of Bosnia by offering to take on the task on behalf of the world organisation.

Few pledges have so far been received from individual countries, but Nato planners had some good news at the weekend when the White House announced that the US

was working with Nato allies on the creation of peacekeeping ground forces.

Such forces could include Americans if a peace accord was implemented in Bosnia. Ms Dee Dee Myers, the White House press secretary, said.

If Nato becomes the main instrument for peace enforcement in the former Yugoslav republic, that will solve at least one American problem. The US has always been reluctant to place its troops under UN command, but has had no such objections

against a Nato commander, not least because the alliance's commander-in-chief is traditionally an American. More difficult, on the other hand, will be the incorporation of any Russian and other eastern European troops into a Nato peacekeeping force, although the problem may well be solved by the reluctance - or inability - of any of these countries to make troop contributions.

France, too, has serious reservations about an overall Nato command, since it is not a member of the alliance's integrated military

organisation. The problem does not appear intractable, however. The whole peace enforcement operation could still be put under umbrella of the UN, with Nato acting as its military executor.

Another big problem is the speed with which troops would be deployed; they need to be on the ground quickly. Under the plan, all heavy weapons have to be withdrawn from Sarajevo within five days of a ceasefire coming into effect and from all other frontline positions within 10 days. All Serb, Mos-

lem and Croat forces must be withdrawn to the provinces designated by the Vance-Owen plan to their three communities within 45 days.

It is clear that all these redeployments will require the presence of UN troops to oversee and monitor them.

Yet the logistical problems are enormous, according to Field-Marshal Sir Richard Vincent, chairman of Nato's military committee, and it remains doubtful whether troops can be deployed as rapidly as the peace plan demands.

## Seeds of peace fall on inhospitable ground

THE international peace plan for Bosnia-Herzegovina aims to reinvent a state on the ashes of war. But the chances for the treaty to take root remain remote.

Under intense pressure from Serbian President Slobodan Milosevic and increasing threats of military intervention, Mr Radovan Karadzic, the Bosnian Serb leader, on Sunday caved in and initiated the Vance-Owen peace plan. If implemented, the agreement would abolish his self-proclaimed Serb state, which covers nearly 70 per cent of Bosnia.

Mr Karadzic tomorrow will have to persuade hardline deputies to the self-styled Bosnian Serb parliament to back the plan, which last week they unanimously vetoed on the grounds that it transformed a "brilliant military victory" into a defeat. The plan calls for Bosnian Serbs to give up nearly half the territory they now control.

Mr Cyrus Vance and Lord Owen, the international mediators, detailed at the emergency summit this weekend "clarifications" to their plan which calls for the division of Bosnia into 10 semi-autonomous provinces roughly along ethnic lines. At the assembly session Mr Karadzic is likely to point to these clarifications as "concessions" which have made the plan acceptable. Bosnian Serb leaders have stressed the importance of a corridor, running across northern Bosnia to link Serb-held territories in Croatia and Bosnia with Belgrade.

The mediators have also won an undertaking that Moslem or Croat troops will not be allowed to return to provinces allocated to their ethnic groups where there are Serb communities. Instead, they will be policed by UN troops.

But western diplomats say the apparent concessions are little more than a face-saving mechanism to enable Serb leaders to present the plan as a victory for Serbian interests.

Lord Owen's strategy, in part, was based on driving a

wedge between leaders from Serbia and Bosnia. Tough new sanctions were imposed on the rump Yugoslavia after Bosnian Serb deputies rejected the plan, which heightened Belgrade's fury against the Bosnian Serbs.

"If you look at the fine print, the concessions do not match Serbian claims, or as they appear in Milosevic's speech," said a diplomat referring to a strongly-worded letter from the Serbian president and his Yugoslav counterparts. In the first public criticism of Bosnian Serb leaders, they warned

that the intransigence was endangering 10m citizens of Yugoslavia, comprised of Serbia and Montenegro.

Further, Mr Milosevic clearly exerted pressure on deputies to the Serbian parliament in Belgrade to vote in favour of his letter, which was tantamount to their approval of the Vance-Owen plan.

Bosnian Serb leaders previously rejected the plan as it did not give them adequate guarantees of a secure northern corridor joining territory designated as Serb.

The plan in its endorsed form envisages a 10km, increased zone around a UN-monitored thoroughway. The agreement prohibits the transport of troops or military equipment in this zone.

It also names 10 other UN "blue routes" in Bosnia which will link ethnic provinces.

Serb leaders also heralded the proposal on troop withdrawal as another concession. It is relevant only in areas designated as Moslem where the Serbs are in full control and proscribe Croat and Moslem troops from moving into areas

assigned to their control in "province five", the area along the strategic Drina River valley, even after the planned withdrawal of Serb troops.

Peace negotiations have called for the despatch of 70,000 UN troops, to be drawn up from Nato, including the US, and possibly Russia to protect the minority groups, in this case Serb communities. "Province five" was mostly Moslem until a year ago when Serb forces expelled or killed tens of thousands of people in the valley.

Critics of the Vance-Owen plan point to the weaknesses of the peace plan in Croatia, agreed in January 1992, which failed to demilitarise Serb paramilitary troops and enable the return of refugees.

It is likely the agreement will be dogged at every step by the spectre of the UN peace deal in Croatia. UN officials defend the Croatian plan for stopping mass killings and destruction, but concede it was weakened by the lack of political negotiations.

Conference negotiators have set out to avoid this pitfall by writing a detailed political formula calling for elections to be held in each of the 10 provinces within 18 months. The UN troops will protect the minorities at least until then.

The plan's success hinges in part on the extent to which Serbs are ready to give up their idea of uniting Serb-held territories within a Greater Serbia. It also hinges on whether Croatia will allow the independence of adjacent Croat-designated territories.

Sarajevo, the besieged Bosnian capital, is to be demilitarised under the plan. Over the next week it will be an indicator of whether Serbs are ready to reach a peace in Bosnia.

If the plan is approved, the key to implementation will be how quickly the UN Security Council responds to troop deployment. Peace negotiations are also aware that the chance of reversing the horrors of war is slim.

Mr Fred Eckhardt, spokesman for the peace talks, said: "We have now done the easy part."

## Clinton keeps up pressure on Serbs

By Jurek Martin  
in Washington

THE Clinton administration yesterday kept up pressure on Bosnian Serbs ahead of the vote, tomorrow, by their self-styled parliament on the Vance-Owen peace plan, signed by Bosnian Serb leader Mr Radovan Karadzic on Sunday.

Bolstering warnings delivered in Europe by Mr Warren Christopher, US secretary of state, President Bill Clinton said in brief comments prior to a meeting with Mr Chris Patten, the governor of Hong Kong, that the US was ready to support a United Nations peacekeeping effort with a substantial US military involvement.

Ms Dee Dee Myers, White House press secretary, said Nato was working on a peacekeeping plan with the UN. She noted that although Mr Clinton had ruled out a unilateral deployment of US ground forces in Bosnia, participation in "the implementation of a mutually agreed peace treaty" was under consideration.

Mr Clinton scheduled another afternoon meeting yesterday with senior advisers, at which the US contribution to a peacekeeping force was again to be discussed.

Some controversy centres on the command of such an operation.

Although the US force still in Somalia reports to a Turkish general appointed by the UN, it is assumed that the Pentagon would be uncomfortable if it enjoyed less than effective control over an operation as dangerous as that in Bosnia.

Nevertheless, the administration is taking cautious - if temporary - satisfaction from the perception that its threat to use military force in Bosnia seems to have been influential in bringing about the provisional Athens agreement.

There is also a more palpable sense of vindication that US support for President Boris Yeltsin of Russia has paid



High-rise rescue: An ambulance makes its way along a staircase linking buildings in Sarajevo

immediate dividends in the Balkans. Pressure from Moscow on Mr Slobodan Milosevic, the Serbian president, is seen as instrumental in getting Mr Karadzic to sign the Vance-Owen plan.

This qualified sense of achievement is, however, tempered by the awareness that the war in Bosnia is far from over and that Mr Karadzic's signature may yet mean nothing.

"I want to evaluate them [the Bosnian Serbs] by their

actions," Mr Clinton said yesterday, repeating his weekend comments of the importance of "deeds, not words".

Before he agreed to put "one American soldier there... we're going to watch events," he said, adding he would talk "directly to the American people about it".

US participation in a peacekeeping force would not be politically risk-free at home, especially if it involved the deployment of 20,000-30,000 personnel.

A Newsweek poll published yesterday found 60-70 per cent opposition to sending ground forces, while a Time-CNN survey found 52 per cent believed the US had already done enough to stop the fighting in Bosnia.

The administration hopes, however, that politicians and the public would be more willing to support an allied peacekeeping operation under a UN umbrella and with Nato's engagement than a unilateral approach.

## France 'shares fears' with UK

By David Buchanan in Paris

FRANCE believes that Britain shares its "reservations" about the use of air strikes, designed to cow the Bosnian Serbs but which also endanger the 7,500 peacekeeping troops the two countries have in the former Yugoslavia.

Mr Edouard Balladur, French premier, said yesterday on the eve of his trip later today to London for his first meeting in office with Prime Minister John Major that he hoped to achieve a "homogeneous" Anglo-French position on the way forward in Bosnia.

"We are very concerned not to take counter-productive measures, which instead of calming the fighting could increase it," he told journalists. He believed that opinions were divided on the issue of possible air strikes to reinforce United Nations sanctions and the Vance-Owen peace plan, even within the US administration.

The premier will meet Mr Warren Christopher, US secretary of state, in Paris this morning. On the other main subject of today's meeting at Downing Street, Mr Balladur said he hoped to convince Mr Major that Europe should not rush

ahead with the Gatt trade negotiations, but that it should take the time to prepare "a durable, balanced agreement taking account of all European interests". He did not accept that "any agreement is better than none at all".

France will shortly be sending its EC partners its detailed comments on all 15 trade sectors covered by the current Uruguay Round. Mr Balladur said he would discuss with Mr Major the need for Europe to win concessions in several of these areas - in particular copyright protection, services and dispute settlement.

## World health body spurns Yugoslavia

THE annual meeting of the World Health Organisation yesterday voted overwhelmingly to bar the rump Yugoslavia from the work of the 185-nation UN agency, writes Frances Williams in Geneva.

The resolution to oust Yugoslavia, comprising Serbia and Montenegro, was passed by 125 votes to three, with 26 abstentions. Russia, Zimbabwe and Yugoslavia voted against the resolution.

The move was sponsored by neighbours Albania, Croatia and Slovenia, west European

countries, and Moslem nations such as Saudi Arabia, Pakistan, Iran and Turkey.

WHO officials stressed that the decision, which follows a similar vote in the UN General Assembly last year, did not affect the organisation's humanitarian programmes in Serbia, Montenegro and other former Yugoslav republics. It has about 50 staff in the rump Yugoslavia.

Yesterday's resolution says the republic cannot automatically assume its WHO seat and must reapply for membership.

## Yeltsin's enemies trip up with an own-goal

By Leyla Boulton  
in Moscow

TELEVISION pictures of Communist demonstrators charging Russian police in May Day are the latest contribution to a vigorous media campaign which is proving President Boris Yeltsin's most powerful weapon against his political opponents.

After blaming the media for the president's referendum victory, the hardline opposition scored an own-goal in Saturday when up to 300 people were hurt during the first violent demonstration in Russia since the demise of the Soviet Union.

Having relied on aggressive advertising and sympathetic coverage of the conflict with parliament to win last month's referendum, the Yeltsin camp has moved quickly to exploit what it described as a provocation by neo-Communists who could not cope with defeat.

Almost every news programme over the weekend replayed footage of the violence.

In an ironic twist, pensioners at the May Day rally included Mr Vladimir Kryuchkov, the former Soviet KGB chief who once accused pro-Yeltsin demonstrators of wanting to seize power and who is now facing trial for his part in the 1991 coup.

Mr Sergei Filatov, the president's chief of staff, said hardline deputies who organised the demonstration had to bear responsibility for events. Suggesting there would be tough action to prevent a recurrence of violence, he said society had turned into a "struggle with the people".

Mr Yevgeny Kiselyov, the respected TV journalist who interviewed Mr Filatov, described Sunday's violence as "an attempt to achieve success by naked force on the part of those who suffered defeat in the referendum". In defiance of any possible ban, the unrepentant National Salvation Front (NSF) has already announced a rally for May 9, the anniversary of the Soviet defeat of Nazi Germany.

Mr Mikhail Astafiev, a deputy and NSF leader, described coverage of the weekend events as a "falsification of the media". The media are motivated by a mixture of pressure from government paymasters and voluntary support, born of a perception of Mr Yeltsin as the lesser of two evils in the conflict with his opponents.

Such a perception, for instance, motivates the pro-Yeltsin line of Izvestiya newspaper which has spent months fighting off attempts by Mr Russian Khasbulatov, the parliamentary chairman not known to embrace press freedoms, to take it over.

On Friday, Mr Khasbulatov, who blamed Mr Yeltsin's victory on media "terror", disbanded parliament's media committee to rectify the "Gorbachev-style lies" of the president's media chief.

Shorn of all members except for its chief, a deputy from the hardline Russian Unity bloc, the committee was accused of disobeying instructions to allocate air-time in proportion to the factions represented in the conservative-dominated parliament.

Having started off with a diatribe for anything smacking of Communist-style propaganda when Prime Minister Yegor Gaidar first launched radical economic reforms a year ago, the Yeltsin administration is now making full use of the media. It remains to be seen whether it will put its advantage to good use.

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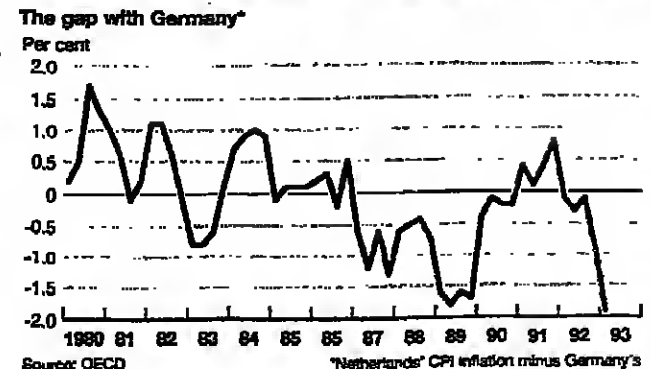
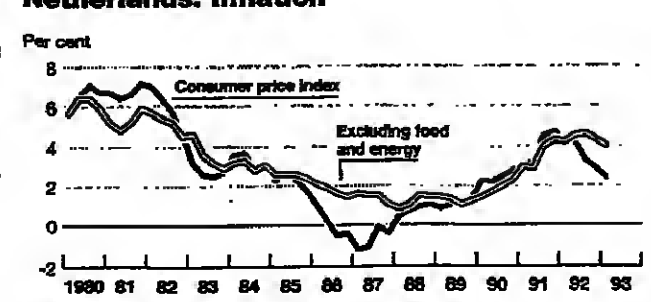
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## Netherlands: Inflation

By Ronald van de Krol  
in Amsterdam

THE outlook for the Dutch economy is "mediocre", with growth likely to fall below 1 per cent in 1993 before rebounding to around 2 per cent in 1994, according to the Organisation for Economic Co-operation and Development. Despite its predictions of a lacklustre immediate future, the OECD seems to provide additional support for the widely held Dutch view that the economy will probably be able to escape the recession plaguing neighbouring Germany, which is the Netherlands' biggest trading partner and accounts for up to 30 per cent of its exports.

Like most other European economies, Dutch growth is faltering. "But in the Netherlands this cyclical episode is likely to be relatively mild, in part because of the absence of many of the imbalances that

typically characterise the end of a period of expansion," the OECD says in its biannual report on the country.

However, it cautions that its predictions of a muted downturn were based on projections made in late February and that the German economy has deteriorated further since then. It warns that Dutch growth rates may have to be revised downwards to take this into account.

The OECD cites a number of strengths in the Dutch economy. Inflation, which increased to 4.1 per cent in 1991, is already falling and is significantly below that of Germany. The current account surplus is healthy and the guilder strong, a factor that has enabled the Dutch central bank to trim interest rates independently of the German Bundesbank several times in the past six months without affecting the currency's firmness.

An important weak spot in the economy is the labour market.

Although "narrow" unemployment is about 6 per cent and low by international standards, there are nearly 1m people receiving disability benefits out of a population of only 15m, suggesting a large degree of "hidden unemployment". The Paris-based organisation believes the Dutch government should concentrate on tightening the disability scheme and on correcting structural imbalances in the field of competition. In particular, where the Netherlands has traditionally scored poorly compared with the rest of the OECD.

It notes that the Netherlands is already starting to change its policy on cartels and price-fixing, and urges swifter introduction of market forces in the public sector. Deregulation and privatisation should be considered in utilities, health care and public transport.



## Engineering and steel stoppages in protest at wages in east IG Metall begins strike

By Judy Dempsey in Berlin

IG-METALL, Germany's powerful engineering union, will today step up its strike action in eastern Germany unless the employers reinstate a cancelled contract aimed at equalising eastern and western wages by next year.

The strike, which started yesterday and is the first officially held in eastern Germany since 1933, affected five steel plants in Berlin-Brandenburg and 19 metal and engineering sectors in the heavy-industry state of Saxony, as well as the state's four steel plants. In all, over 14,000 workers came out in support of IG Metall, but with less enthusiasm than expected by the union which is dominated by westerners in eastern Germany.

Mr Franz Steinkühler, president of IG Metall, told workers in Dresden: "We didn't want to strike. We were forced into it by the employers. But we will strike as long as is necessary and we will win."

Last night, Mr Kurt Biedenkopf, prime minister of Saxony, tried to mediate between the union and employers, but Mr Steinkühler said he did not expect any immediate results from the meeting. Instead, he warned that the five eastern German states would be engulfed in an indefinite strike unless the employers returned to the negotiating table and gave the metal and engineering sectors a 25 per cent pay increase this year, and the steel sector a 21 per cent rise.

These claims were part of the original contract, signed between IG Metall and the employers and eastern German managers in March 1991. But the collapse of the east Euro-

pean and Soviet markets, combined with the recession in western Germany, forced the employers to cancel the contract. They have since recommended pay increases of around 9 per cent.

Both Gesamtmetall, the metal and engineering employ-

ers' association, and Arbeitgeberverband Stahl, the steel employers' association, yesterday said they would not reinstate the contract. "We simply cannot afford it," steel employers said, adding that much of the sector was already heavily subsidised and saddled with large debts.

IG Metall has responded by saying eastern Germany should not be turned into a low-wage economy, even if that might help make the region competitive in the long term.

IG Metall's strategy is now aimed at increasing day by day the number of plants which will be affected by strikes. Over 50 enterprises have been selected in the metal and engineering sectors in Mecklenburg-West Pomerania and Saxony and steel plants in the five states. Metal and engineering plants in the remaining three states of Saxony-Anhalt, Thuringia and Berlin-Brandenburg will be hit if a compromise cannot be found over the next week or so.



A strikebreaker pedals through the Hennigsdorf steelworks after Brandenburg steelworkers stopped work yesterday

## Bank of Italy chief may be nominated

A NEW Bank of Italy governor could be nominated today after a special meeting of the central bank's board of directors, Haig Simonian writes from Milan.

The extraordinary session of the 13-member board follows last week's nomination of Mr Carlo Azeglio Ciampi, governor for the past 14 years, as Italy's new prime minister.

The three most widely tipped candidates are all internal: Mr Lamberto Dini, the bank's director general, and its two deputy directors, Mr Antonio Fazio and Mr Tommaso Padoa Schioppa.

The governorship is among the most coveted in the Italian public service but, in spite of the bank's independence from the political system, its advice has not always been heeded by governments in power.

The nomination to the governorship, which is a lifetime appointment, will have to be approved by the cabinet and the president before becoming effective.

## Franco-Dutch LCD venture

The European Commission has approved a consumer electronics joint venture - Flat Panel Display, comprising Philips of the Netherlands and Thomson and Sagem of France - which it believes will be able to challenge Japanese dominance of the market for liquid-crystal displays, Andrew Hill writes from Brussels.

LCDs are widely used in small portable televisions and lap-top computers. The venture would be set up against a 1.4 per cent in 1992, and a continued fall in industrial investment of 3.7 per cent, compared with 5.6 per cent the previous year. Import growth is expected to slow from 3.8 per cent in 1992 to 2.7 per cent this year, but the commission also forecasts a sharp reduction in export growth from 7 to 1.7 per cent.

## Danes try to allay fears over Maastricht treaty

By Lionel Barber in Brussels

THE DANISH government and the European Commission yesterday moved quickly to dampen controversy caused by a leaked note by a senior EC lawyer saying Denmark's exemptions from the Maastricht treaty are probably unenforceable.

Mr Niels Helveg Petersen, Danish foreign minister, insisted that the treaty opt-outs are binding in international law. A senior EC official declared that the leaked private opinion by Mr Donald Allen, a British lawyer at the European Commission, was a "non-story".

Weekend publication of the note just two weeks before the second Danish referendum on the Maastricht treaty on May 18 is an embarrassment for the Yes campaigners. Part of their appeal rests on their conten-

tion that Denmark won new, legally binding treaty exemptions on monetary union, defence policy and immigration at the EC summit in Edinburgh last December.

In practice, the issue is less clear-cut. Danish opt-outs are more a clever piece of Brussels drafting which spells out previously agreed exemptions but does not amend the substance of the treaty. This would have required re-ratification of Maastricht, an unacceptable risk for member states.

Mr Allen, 63, sent a private note siding with the opinion of three British legal experts and noted Euro-sceptics who attacked the legal status of Denmark's opt-outs. But after the contents of the note appeared in the British press last weekend, Mr Allen beat a hasty retreat.

In a statement issued in Brussels yesterday, Mr Allen

said: "My comments given in an informal way as a matter of courtesy referred only to the professional reputation of one of the authors and the technical quality of the presentation of the legal opinion referred to in the articles, but not to its merit and conclusions."

"On the contrary, I fully share the Commission's view which indeed I have never doubted, that the decision agreed in Edinburgh by the heads of state and government, in order to answer the Danish request, is binding in international law. I regard the use of my name in such a serious matter as a blatant act of bad faith."

Mr Allen was said to be on holiday yesterday and unavailable. Well before the weekend controversy, he was due to take early retirement next year after 20 years' service with the Commission, officials said.

## France 'nearing recession'

By Alice Rawsthorn in Paris

FRANCE is set to slide into recession this year with the economy declining by 0.1 per cent, according to the latest government forecast, because of further cuts in industrial investment and a fall in export growth.

The Commission des Comptes, the public accounts committee, suggests gross domestic product in 1993 will follow the downward trend begun in the final quarter of 1992, falling in real terms by an average of 0.1 per cent.

This decline will reflect slightly slower growth in consumer spending of 1.1 per cent,

against 1.4 per cent in 1992, and a continued fall in industrial investment of 3.7 per cent, compared with 5.6 per cent the previous year. Import growth is expected to slow from 3.8 per cent in 1992 to 2.7 per cent this year, but the commission also forecasts a sharp reduction in export growth from 7 to 1.7 per cent.

The sluggish economy could complicate attempts by the new centre-right government to reduce the general budget deficit, which is expected to reach FF330bn (\$60.9bn) this year.

The government yesterday continued its cost-cutting efforts by announcing that

there would be no new increase in public sector salaries for 1993.

Mr André Rossinot, public services minister, said the government would stick to the 6 per cent increase in the total public sector salary bill agreed by the old Socialist administration but there would be no further increase for France's 2.6m civil servants.

The pay freeze forms part of the efforts of Mr Edouard Balladur, prime minister, to cut government expenditure. He has already asked his ministers to find FF20bn of spending cuts and to accept a 10 per cent reduction in their own pay.

## Brussels worried over steel subsidy moves

By Andrew Hill in Brussels and Haig Simonian in Milan

THE EUROPEAN Commission is increasingly concerned that the EC-wide plan to support the ailing west European steel industry could be derailed by member states' attempts to subsidise their national producers.

EC industry ministers meet today in Brussels to discuss the progress of the plan so far. In the wake of the Commission's rejection last week of German proposals to restructure Ekostahl, the east German producer, and scepticism about a new rationalisation plan from Ilva, the loss-making Italian steelmaker.

The Commission has not yet submitted formal proposals to the ministers on any of the most controversial state subsidy cases, but it is pressing for a special meeting in July to consider German, Italian and Spanish steel aid plans together.

On Friday, Mr Karel Van Miert, EC competition commissioner, told Mr Michele Tedeschi, the managing director of Iri, the Italian state holding company which controls Ilva, that the Commission needed to have a clearer view of the subsidies involved in the new plan, and the reduction of capacity it might involve. Iri claims the restructuring

plan involves no state aid, and is based on the behaviour of a private sector shareholder. Moreover, as the plants it plans to retain are already efficient and competitive, they should not be subject to production cuts.

Commission officials fear this may herald lengthy negotiations which could jeopardise decisions on the other state aid cases, and the EC industry's own restructuring plan.

The Commission fears that plans for EC-wide restructuring aid could be derailed.

"It's out of the question to come to a decision on the Spanish plan, or on Ekostahl, if at the same time we drag our feet on Ilva," said one senior official.

The Ilva restructuring plan involves creating a new company, Nuova Siderurgica, specialising in flat laminates. Nuova Siderurgica, with assets of L2,770bn (\$1.5bn) and net shareholders' funds of L1,900bn, would be profitable and have a "balanced" financial position, according to Iri.

Net borrowing at the group would be just a fraction of

Ilva's L7,583bn net debts at the end of last year.

Other Ilva operations and shareholdings will be sold, either directly, or via Iri, to raise L2,700bn.

Iri would also take on some Ilva debt as part of the liquidation of the remaining operations. A precise figure has not been revealed, but has been estimated at about L2,500bn.

The proceeds of asset sales would be used to lower Ilva's debts.

The group, which is Europe's fourth biggest steelmaker, reported a net group loss of L2,308bn last year on sales of L10,087bn.

Iri will be sole owner of the new company at the outset, but intends gradually to lower its stake below 50 per cent, perhaps through joint ventures with domestic or foreign steelmakers.

It is hard to see how the new company will raise L2,700bn through asset sales given the present European steel crisis.

Much of the cash may come from "selling" assets to Iri, which will then oversee their eventual disposal.

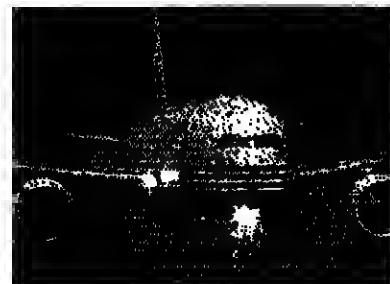
The chances of bringing private shareholders into Nuova Siderurgica also look slim in the short term.

EC set to reclaim Klöckner-Werke loan, Page 17



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# SIEMENS

Information for Siemens Shareholders

## Economy slows growth

Domestic demand continues to weaken

As anticipated, the pace of business at Siemens in the first six months of fiscal 1993 did not begin to revive. The continuing economic decline of the last few months was reflected in decreasing domestic orders, and international business also failed to rebound. The 3% growth in sales confirms the company's modest expectations for the full year. Income after taxes, up 2%, rose at a somewhat slower rate.

### Orders

Siemens booked orders worth DM40.9 (1992: DM42.6) billion in the period under review, a 4% year-to-year decline. While domestic orders dropped 7% to DM18.7 (1992: DM20.0) billion, a sharper decrease than in the first quarter, international orders eased off by a comparatively low 2% to DM22.2 (1992: DM22.6) billion. By contrast, international orders were down 10% in the first quarter. The Semiconductors, Passive Components and Electron Tubes, and Electromechanical Components operating units showed above-average growth rates, profiting from increasing demand for components in the world market. Orders remained strong in the Transportation Systems and Automotive Systems Groups. The Medical Engineering Group is being affected by restrained investment activities in the health sector worldwide. Figures for the Public Communication Networks and Power Generation (KWU) Groups still lie below last year's levels.

### Sales

Worldwide sales rose 3% to DM37.0 (1992: DM35.8) billion, with international business out-performing domestic sales. International sales rose 5% to DM19.8 (1992: DM19.0) billion, and domestic sales edged up 2% to DM17.2 (1992: DM16.8) billion. The Power Generation (KWU) and Transportation Systems Groups, involved in infrastructure business, were the primary contributors to this growth.

### Employees

Since the close of the last fiscal year on September 30, 1992, the number of employees has declined from 413,000 to 407,000. This 2% reduction in the work force affected domestic and international operations alike, as well as virtually all operating units. Personnel costs climbed 6% to DM17.4 (1992: DM16.4) billion.

### Capital spending and net income

Capital spending in the first half year came to DM3.5 (1992: DM4.7) billion. This total includes investments for the acquisition of the North American lighting division of GTE Corporation, Stamford, Connecticut; the new business is known as Osram Sylvania, Inc., Danvers, Massachusetts.

Net income after taxes rose 2% to DM877 (1992: DM859) million.

Siemens AG, Berlin and Munich

	1/10/91 to 31/3/92	1/10/92 to 31/3/93	Change
DM billion			
Orders	42.6	40.9	-4%
German business	20.0	18.7	-7%
International business	22.6	22.2	-2%

	1/10/91 to 31/3/92	1/10/92 to 31/3/93	Change
DM billion			
Sales	35.8	37.0	+3%
German business	16.8	17.2	+2%
International business	19.0	19.8	+5%

	30/9/92	31/3/93	Change
'000s			
Employees	413	407	-2%
German operations	253	250	-1%
International operations	160	157	-2%

	1/10/91 to 31/3/92	1/10/92 to 31/3/93	Change
DM billion			
Personnel costs	16.4	17.4	+6%

	1/10/91 to 31/3/92	1/10/92 to 31/3/93	Change
Capital expenditure and investments DM billion	4.7	3.5	-25%
Net income after taxes DM million	859	877	+2%

unaudited accounts

FINANCIAL TIMES TUESDAY MAY 4 1993

## NEWS: INTERNATIONAL

# Sri Lankans seek to calm economic fears

By Stefan Wagstyl in Colombo

SRI LANKA, which has been thrown into political crisis by the assassination at the weekend of President Ranasinghe Premadasa, will make no immediate changes in economic policy-making, a senior official said yesterday.

"There will be no change in the economic programme," said the official, a close adviser to the late Mr Premadasa, who was killed by a suicide bomber who plunged into a May Day parade.

He said the ruling UNP party had sufficient votes in parliament to ensure the election of its presidential candidate, Mr D B Wijetunge, the prime

minister and acting president.

The government was yesterday trying to ensure calm in the country, especially in the capital, Colombo, where Mr Premadasa's public funeral on Thursday is expected to attract large crowds. So far, no violent incidents have been reported and a curfew imposed after the killing on Saturday was lifted within a day.

Besides the president, about 20 other people died in the blast in Colombo. It was the second political murder in just over a week, following the shooting of a senior opposition leader.

Businessmen said yesterday the assassinations could create uncertainty about the coun-

try's economic future. Shares fell by about 1 per cent on the Colombo Stock Exchange in busy but calm trading.

Mr Stanley Jayawardena, chairman of the Securities and Exchange Commission, the securities watchdog, and a leading businessman, said: "The uncertainty could have an effect on business. Foreign investors who are not too far down the track with an investment may decide to wait."

Mr Premadasa was widely praised in the business community for his economic policies, including one of Asia's fastest privatisation programmes and most extensive deregulation campaigns.



Grieving Sri Lankan women and Buddhist monks leave Ranasinghe Premadasa's wake yesterday

# Murders set to bring passions to the boil

IN HIS last speech before being killed by a terrorist bomb at the weekend, the late President Ranasinghe Premadasa of Sri Lanka issued a grim challenge to his political enemies: "Assassinate me by whatever means but please do not assassinate my character."

Such is the violent nature of Sri Lankan politics that the president's fatal wish was fulfilled during a May Day parade last Saturday. A tough street-fighting populist, who preferred village life to mixing with the elite of Colombo, Mr Premadasa died, as he had lived, milling with a crowd.

The president was assassinated by a suicide bomber just over a week after one of his main political rivals, Mr Lalith Athulathmudali, was shot dead at an election rally.

The prime suspects for both killings are the Tamil Tigers, the common name for the LTTE separatist movement which has been fighting for more than a decade for a homeland in northern Sri Lanka for the minority Tamil community, in defiance of the majority Sinhalese.

Although the LTTE has denied responsibility, police say the evidence seems to point to the Tigers.

Whether or not the Tigers were responsible, the assassinations raise serious questions about Sri Lanka's future political stability. If violence spreads it could undermine the hard-won economic success that has made Sri Lanka's living standards the envy of other developing nations.

A crucial test will be how Sri Lankans behave on Thursday at the president's public funeral in Colombo and at provincial assembly elections due later this month.

As Mr Gamini Dissanayake, a close associate of Mr Athulathmudali, says: "The assassination of both the president and Mr Athulathmudali add up to a national crisis. It sends entirely the wrong signals to the world."

Much will depend on how Sri

Lanka's politicians react. Mr Premadasa was an authoritarian ruler whose departure leaves a vacuum at the top of the ruling UNP party.

He came from a poor background and was regarded as an outsider by the political elite, such as Mr Athulathmudali, a former president of the Oxford Union. But the UNP could not afford to do without Mr Premadasa's rapport with the island's rural masses.

Mr Premadasa became president in 1988 at a low point in the UNP's fortunes, just after the signing of an unpopular

was a revolt in the UNP, led by Mr Athulathmudali, who led a breakaway group which tried to impeach Mr Premadasa. They failed last year, resigned their seats to create a new party, the DUNP, which claimed to be the true inheritor of UNP ideals.

The split left the way open for a revival in the fortunes of an alliance of socialist opposition parties headed by the SLFP, led by the veteran former prime minister, Mrs Sirima Bandaranaike, matriarch of a leading political family whose own husband had also been murdered when prime minister in 1959.

A month ago, Mrs Bandaranaike was poised to do well in the forthcoming provincial election. Then, Mr Athulathmudali's death created sympathy for the DUNP. Now, the ruling UNP hopes for a boost.

In Colombo yesterday, white flags, signs of mourning for the president, fluttered around many buildings; but earlier, fire-crackers had been set off in some districts to celebrate his departure.

A senior government official said yesterday the UNP had rallied around Mr D B Wijetunge, the acting president. He said Mr Wijetunge would now have little difficulty securing a parliamentary majority allowing him to stay in office until the end of Mr Premadasa's term in December, 1994.

Whether or not they carried out the killings, the LTTE could profit from the confusion. A caretaker government is unlikely to give as strong leadership to the fight against the Tamils as Mr Premadasa. Also, Mr Premadasa advocated a two-prong policy of armed action coupled with tentative efforts at political dialogue.

The senior official said the new government may now face a backlash from Sinhalese demanding revenge against the Tigers. Such demand could play into the LTTE's hands by reviving international concern about the Tamils - not least from India.

## Stefan Wagstyl and Mervyn de Silva report from Colombo

agreement with India which let India put 60,000 troops into Sri Lanka to try to tame the Tamil Tigers. Many Sinhalese showed their resentment by supporting an armed nationalist insurgency. Mr Premadasa was judged by UNP chiefs to be the only man to win back the disaffected Sinhalese.

He largely succeeded, primarily by securing departure of the Indian troops, though also with some tough repressive measures against the insurgents. He also gave strong impetus to a long-running economic reform programme.

He pushed ahead with privatisation, cut import tariffs and overhauled the financial markets in a bold effort to open Sri Lanka to domestic competition and foreign investment.

The economy grew at an average annual rate of 5 per cent in the three years to 1992 - a creditable achievement given the cost of the war against the LTTE. Foreign investment soared from under \$50m (£32.4m) a year in the mid-1980s to around \$200m last year.

However, the price of success

## Khmer Rouge attacks town

KHMER ROUGE guerrillas firing automatic rifles and rocket-propelled grenades attacked a provincial capital in northwest Cambodia yesterday, AP reports from Phnom Penh.

Guerrillas were firing on the airport runway at Siem Reap, said UN officials. The Kampuchea Airlines commercial flight which many foreign tourists take from Phnom Penh to visit the famed temples of Angkor just outside Siem Reap was cancelled.

UN military observers in Siem Reap, 225 km northwest of Phnom Penh, had long been preparing for an attack, building bunkers and installing razor wire around their compounds.

A UN interpreter said the Khmer Rouge attacked at 5 a.m. and fighting was continuing at 9 a.m. The Bangladeshi infantry battalion, which is posted there to protect UN workers, did not answer their phone. The Khmer Rouge has boycotted the UN operation to guide the country through democratic elections this month.

## Peru wants to renegotiate debt

By Sally Bowen in Lima

PERU'S economic team, led by Mr Jorge Camet, finance minister, is in Paris today to renegotiate the country's \$8bn (£5.1bn) debt with its Paris Club group of creditor countries.

The Peruvian proposal seeks to reduce 1993-95 debt servicing from about \$1bn (equivalent to one-third of annual export earnings) to between \$300m and \$350m a year. "It's a pragmatic proposal aimed at reducing servicing in line with Peru's ability to pay," said Mr Eduardo Valdivia, Peru's chief debt adviser.

Talks with the 17 creditor governments are likely to be tough. But since the IMF has already approved the current three-year economic programme, Peru is expected to get most if not all the conditions it seeks.

Ultimately, however, the only realistic solution to Peru's debt burden appears to be wide-scale forgiveness. Peru proposes to tackle that question with Paris in three years' time.



NEWS: INTERNATIONAL

# Menem unveils 43% growth plan

By John Barham in Buenos Aires

ARGENTINA'S President Carlos Menem unveiled at the weekend a medium-term strategy which he promised would generate economic growth of 43 per cent and create 1m jobs in his last two years in office. He wants to bring annual inflation down to 4 per cent by 1995, when his term ends.

Opening Congress on Saturday, Mr Menem said he would further open the economy to foreign trade and reduce taxes to help lower companies' operating costs.

The thrust of his strategy is to force companies to become more competitive and invest more. Alarun is growing over Argentina's increasing reliance on foreign capital and its current account deficit, forecast at \$3bn-\$11bn this year against an estimated \$8bn in 1992.

Mr Menem announced gradual cuts in corporate taxes and said companies would be able to buy foreign capital goods and trucks without paying any import duties.

Local capital goods manufacturers, though, will be entitled

**The strategy is to force companies to become more competitive**

to a subsidy of 15 per cent of their sales to offset the impact of foreign competition.

Mr Menem also said government banks would increase lending to small and medium-sized firms and companies.

The government's Banco de la Nación Argentina will lend these sectors \$4.5bn this year, rising to \$6.2bn in 1995, at

below market interest rates.

Both Mr Menem and Mr Domingo Cavallo, his economy minister, promised to forge ahead with plans to introduce private pension funds, which will broaden Argentina's capital markets and provide companies with long term finance. They also announced plans to change Argentina's rigid labour laws. Previous attempts to reform the labour market have failed in the face of resistance from trade unions.

Mr Cavallo's projections forecast persistent, though falling, current account deficits until 1999. The minister, however, said he did not view this as a negative sign.

"This is a token of foreigners' confidence in Argentina. We will have current account deficits and trade balance deficits as long as we continue using external savings to finance investments," he said.

Michael Holman reports on a prizewinning dairy venture in Mauritania

## Making money milking camels

THEY are proud and intelligent, good-natured, with beautiful eyes, and communicate in a language of murmurs and grunts.

What is more, continues Nancy Abelderrahmane, warming to her theme, you can eat them, ride them, wear them, sleep on and under them: their hair is woven into tents, their treated skin becomes leather. You can also milk them.

Camels are close to Mrs Abelderrahmane's heart.

British born and a citizen of Mauritania by marriage, Mrs Abelderrahmane runs a pioneering camel milk dairy - Laiterie de Mauritanie - in the country's capital, Nouakchott. It has earned her one of the prestigious Rolex "awards for enterprise", presented every three years by the Swiss watchmaking company.

In Geneva for the ceremony, Mrs Abelderrahmane recounted the hurdles she overcame when establishing the first dairy in Africa to pasteurise camels' milk on a commercial scale.

And thanks to the discovery of a new enzyme, it is the first in the world to produce camel's cheese, soon to be exported to France.

The benefits for Mauritania, a mainly desert country in northwest Africa, could prove considerable, she says. They include savings in foreign



Mrs Abelderrahmane and camel: eat them, ride them, wear them, milk them

exchange spent on imported dairy products, improved nutritional standards, curbing the drift of labour from countryside to city, and combating desertification.

And what serves Mauritania could well apply to a swathe of countries across Africa's arid Sahel zone, through Sudan and Somalia on the east coast, as well as northern Kenya.

Mrs Abelderrahmane, 45, studied as an industrial engineer in Barcelona, Spain, and has lived in Nouakchott since 1970. But it was not until 1987 that she found time from the demands of rearing four children to put her technical expertise to practical effect.

By then Nouakchott's population had grown dramatically. From around 500 at independence in 1960 it had risen to nearly 500,000, almost 25 per cent of the nomadic population of a country almost twice the size of France.

A way of life had ended. As nomads, they got their milk from their animals - 750,000 camels and 1.25m cows. As city dwellers, they came to rely on imported products, over 50,000 tons a year of sterilised or powdered milk, often of poor quality and a drain on Mauritania's scarce foreign exchange.

Mrs Abelderrahmane decided to process locally produced camel milk, sold raw, in buckets. First she had to resolve technical difficulties that arose, then raise the money, and finally overcome consumer resistance to the new product.

For two tough years - "I was

manager, secretary, accountant, foreman, and driver" - it was tough and go.

The camel herds were scattered, their yields low and collection expensive, and prejudices had to be overcome. Many Mauritians believed imported European milk was somehow better - though camels' milk is higher in vitamin C, potassium and iron, and lower in fat.

Today the milk, packaged in cartons under the brand name Triski, has sufficient sales to put the balance sheet into credit for the first time. Meanwhile, income from regular collection of their milk makes city life less appealing for the network of nomadic herders.

There's more to be learnt from Mrs Abelderrahmane.

The female camel requires up to four times less fodder to produce a litre of milk than a cow, and in a drought the camel, unlike the cow, does not dry up.

The camel is also environmentally friendly: its wide-splayed hooves do not damage the fragile surface of arid or semi-arid terrain of the Sahel in the way that the sharp surfaces of cows' hooves do.

It's the stuff of Mrs Abelderrahmane's vision. For a thousand years camels plied the great trade routes between Africa and Asia. The ship of the desert will adapt to the needs of a different age - as an environmentally friendly, fodder-efficient, foreign exchange-saving, low-fat dairy of the dunes.

## Bad news for Clinton in Texas primary

By Jurek Martin in Washington

REPUBLICAN party prospects of picking up an additional US senator were enhanced by results of the weekend primary for the seat vacated by Mr Lloyd Bentsen, now treasury secretary.

The all-party primary was narrowly won by Mrs Kay Bailey Hutchison, the Republican state treasurer, who beat Mr Bob Krueger, the interim Democratic incumbent, by 593,479 votes to 592,982. Both won 29 per cent of the vote and face each other in a run-off a month from now.

Democratic concern stems from the fact that the Republican share of the primary vote - Mrs Hutchison's plus that won by the two Republican congressmen who finished third and fourth - comfortably exceeded 50 per cent. Mr Richard Fisher, a nominal Democrat whose views and style resemble those of Mr Ross Perot, last year's independent presidential candidate, scored just 8 per cent, most of which may also be added to the Republican camp in the run-off.

This is potentially bad news for President Bill Clinton and for the Democrats, whose 57-43 lead in the Senate has proved insufficient to break filibusters. A further test comes today in Wisconsin in the election to fill the House seat of Mr Les Aspin, now defence secretary.

## California tax system dispute worries Europe

By Andrew Hill in Brussels

THE EUROPEAN Commission said yesterday it was worried about recent developments in a 10-year-old dispute over California's system for taxing foreign companies.

Mrs Christiane Scrivener, EC tax commissioner, said that the US administration's decision not to support Barclays Bank, the British group, in its test case against the Californian system had given rise to "considerable concern" in various member states, notably the UK.

Under its unitary taxation system, California calculates corporate tax not on profits made in the state itself, but on a proportion of a company's worldwide earnings.

Barclays, which has been fighting the system for 10 years, is seeking in the US Supreme Court a reversal of a California Supreme Court decision which went against it.

Mrs Scrivener said that she was "concerned about the impact which an adverse decision in the US Supreme Court could have on Community-based businesses operating in the US." However, she did not indicate whether the Commission would try to retaliate if Barclays was defeated.

## Kyrgyzstan's parliament opts to sever links with rouble

By Leyla Bouillon in Moscow

KYRGYZSTAN yesterday voted to introduce its own currency following pressure by Russia on former Soviet republics to drop the rouble as their currency unless they adopt common conditions for its use.

One of the poorest republics to emerge from the ruins of the Soviet

Union and led by the ultra-reformist President Askar Akayev, Kyrgyzstan has dreams of emulating Switzerland and earning its living from services and entrepreneurship. It is the first of the former Soviet Union's central Asian republics, traditionally among the most dependent on Moscow, to take a step recommended by most foreign advisers.

These include the IMF, which is offering republics balance of payments support in return for economic reform.

Mr Akayev, who is said to have taken delivery of banknotes printed in England, yesterday overcame parliamentary opposition to the new currency, called the som.

The precedents are frightening. Only the three Baltic republics, traditionally the most independent of former Soviet

republics, have successfully introduced their own currencies, accompanied by harsh economic adjustments. Ukraine, the second most populous republic with heavy industry to support, has seen its quasi-currency, the coupon, plunge even against the weak rouble.

Mr Akayev said yesterday that the new currency would be backed by \$90m, part of aid promised by the west.

We've been baked in the Gulf, drenched in the North Sea and frozen in Alaska.

# THE GODS OF OIL MUST HAVE A FINE SENSE OF HUMOUR.

We don't mean to complain; we're extremely grateful to have been involved in many of the key oil discoveries of the twentieth century so far. But take three of the most famous.

If you were to stick pins in a map of the world, you couldn't pick three more dangerous, inhospitable and downright inconvenient places on earth to explore and drill for oil. Persia at the turn of the century was a virtually lawless land and work was continually delayed

by heat-stroke and sickness.

The drinking-water was, according to one of our engineers, "best described as dung in suspension".

Alaska, meanwhile, was "a mean, nasty, unforgiving place to work", according to one geologist. The tundra freezes to concrete in winter and thaws into a sponge-like petrifaction in summer.

Beneath is the permafrost, so-called because it is permanently frozen to a depth of 300 metres.

A pretty conundrum for

those charged with building 380km of pipeline across it.

Successfully completed, the trans-Alaskan pipeline remains one of the greatest

For all our tomorrows.

feats of engineering ever undertaken. The same can be said of our North Sea platforms. Taller than Big Ben, these have to withstand hurricane force winds and 15 metre waves.

As one skipper put it: "There's nothing quite as vile as the North Sea when she is in a temper."

Admittedly we've been a little more fortunate with our latest discoveries. In the mountains of Colombia and the waters of the Mexican Gulf, where we only have the occasional hurricane to contend with.

Nevertheless, it is too much to ask that the next time we strike oil, the gods could exercise a bit more restraint...?



## NEWS: INTERNATIONAL

## IMF to oversee currency trends

By Peter Norman, Economics Editor, in Washington

THE International Monetary Fund is to step up its supervision of the economies of industrial nations in an attempt to head off currency crises such as that which rocked the European Monetary System last September.

The plan, which was endorsed by the IMF's policy making Interim Committee at the end of last week, could mean greater IMF intervention to influence the economic policies of countries such as Japan which are running large balance of payments surpluses with the rest of the world. Until now the IMF's main preoccupation has been with countries with debt problems or in balance of payments difficulties.

In his speech to the Interim Committee, Mr Lloyd Bentsen, US treasury secretary, hinted that surplus countries could find themselves under pressure to change policy. "Policies that are sound under normal circumstances may have a destabilising effect on markets in particular conditions," he said. "The Fund must have the means to identify and call attention to such risks."



Solchaga: note of caution over IMF's capacity to achieve stability

The Interim Committee gave the IMF a mandate to strengthen its surveillance over the exchange rate and macro-economic policies of its members. As part of this task it has also been asked to focus on regional developments.

Mr Theo Waigel, German finance minister, told the

Interim Committee that it would be the IMF's job to make sure that the existence of "regional blocs" did not undermine the world's open, multi-lateral economic system.

According to one official, this aspect of surveillance could result in the IMF being asked to pass judgment on

One precondition of success, mentioned by Mr Bentsen, will be the development of comparable data on member states' policies "so we know what we are looking at".

According to Mr Michel Camdessus, the IMF's managing director, IMF staffs will try to identify at the earliest possible opportunity whether tensions are developing in econo-

incipient tensions in the EMS. Mr Carlos Solchaga, Spanish finance minister and Interim Committee chairman, said it was the first time since the end of the Bretton Woods fixed exchange rate system in the early 1970s that the IMF had been asked to try to reduce exchange rate volatility.

ies that could trigger currency disturbances. The IMF would then suggest measures that countries should take to try to avoid a repetition of crises such as last autumn's upheaval in the European exchange rate mechanism.

However, Mr Solchaga sounded a note of caution about the IMF's capacity to achieve currency stability. Surveillance was a necessary but not sufficient requirement for stable exchange rates, he said.

In an apparent reference to France, he pointed out that some countries with "outstanding" economic credentials had been buffeted by currency speculation in last year's crisis.

The monetary talks in Washington wound up on Saturday with a discussion in the joint IMF-World Bank development committee of how best to encourage private capital flows to developing nations.

The committee decided that host countries bore the main responsibility for creating an environment attractive to foreign investors. But industrialised countries should remove unnecessary institutional and regulatory barriers to the supply of investment funds.

See Feature: Economics Notebook

## Asian bank caught in capital squeeze

By Victor Mallet in Manila

A YEAR ago in Hong Kong, Mr Kimimasa Tarumizu, president of the Asian Development Bank, called on member countries to double the bank's capital to some \$48bn (\$31bn). He pleaded with members, particularly the recalcitrant US, to agree to the capital increase by the end of 1992.

His pleas went unheeded. This year he will be making the same request with even greater fervour at the ADB annual meeting starting in Manila today.

If the ADB's 62 members fail to reach agreement by the end of this year - a conclusion at the meeting this week is considered highly unlikely - new lending could be sharply reduced some time in 1994 and limited to the amount of loan repayments trickling back to the ADB.

The bank borrows money on international markets against its subscribed capital of \$33bn to finance projects in the poorer member countries, and

would find it easy to borrow more. But its own rules do not allow it to commit itself to lending more than the sum of its subscribed capital and reserves, currently about \$27bn. It has outstanding loan commitments of more than \$23bn already.

Last year the ADB lent nearly \$4bn, excluding soft loans which are administered separately, and faces increased demand for financing from China, India and other borrowing members, not to mention the six Asian republics of the former Soviet Union which are expected to join soon.

"We are now back to half the world, population-wise, and it also happens that the two largest countries in the world started borrowing from us comparatively recently," said one senior ADB official yesterday. India and China both began borrowing from the ADB in the second half of the 1980s and together account for 28 per cent of total loans. Indonesia has taken another 33 per cent.

One problem facing the ADB is that the previous US admin-

istration of Mr George Bush adopted a hard line in negotiations with other ADB shareholders - demanding that the bank make policy changes and lend more to the private sector - while President Clinton's new team is incomplete and has yet to make its views clear on the proposed capital increase for the five years to 1998.

The US and Japan are the ADB's two largest shareholders, with about 16 per cent each, but the actual amount that Washington would have to pay if the subscribed capital was doubled would only be of the order of \$200m, spread over the five years.

This is because as little as 3 per cent of the new capital is likely to be paid in. The rest would be "callable" in an emergency, and so far no multilateral financial institution has ever had to use its callable capital. The US administration, however, would be obliged to mention the daunting contingent liability sum when it seeks to appropriate funds through Congress.

## INTERNATIONAL ECONOMIC INDICATORS: MONEY AND FINANCE

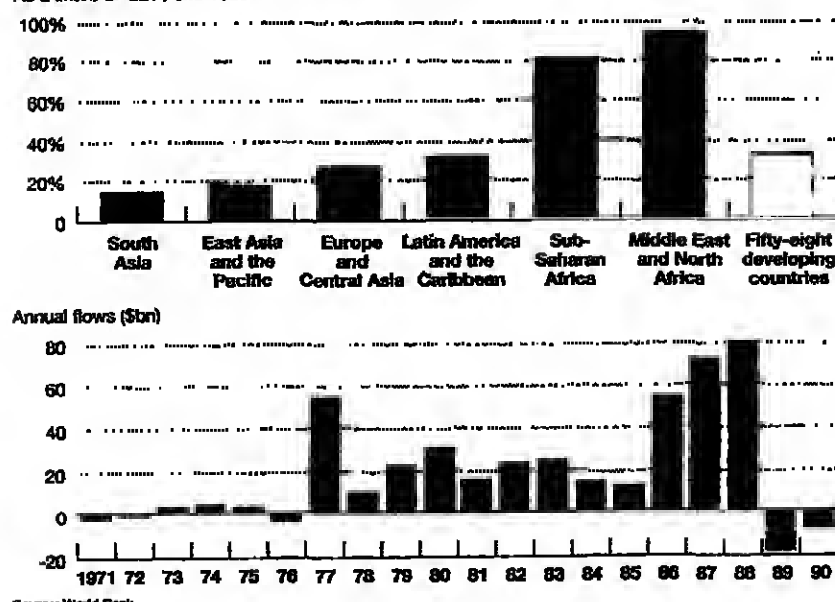
This table shows growth rates for the most widely followed measures of narrow and broad money, a representative short- and long-term interest rate series and an average equity market yield. All figures are percentages.

■ UNITED STATES											■ JAPAN											■ GERMANY											■ FRANCE											■ ITALY											■ UNITED KINGDOM										
	Narrow Money (\$Bn)	Broad Money (\$Bn)	Short Interest Rate (%)	Long Interest Rate (%)	Equity Market Yield (%)		Narrow Money (¥Bn)	Broad Money (¥Bn)	Short Interest Rate (%)	Long Interest Rate (%)	Equity Market Yield (%)		Narrow Money (DM Bn)	Broad Money (DM Bn)	Short Interest Rate (%)	Long Interest Rate (%)	Equity Market Yield (%)		Narrow Money (FF Bn)	Broad Money (FF Bn)	Short Interest Rate (%)	Long Interest Rate (%)	Equity Market Yield (%)		Narrow Money (Lira Bn)	Broad Money (Lira Bn)	Short Interest Rate (%)	Long Interest Rate (%)	Equity Market Yield (%)		Narrow Money (£Bn)	Broad Money (£Bn)	Short Interest Rate (%)	Long Interest Rate (%)	Equity Market Yield (%)																														
1985	9.0	8.9	8.00	10.59	n.a.		5.0	8.4	6.62	8.51	n.a.		4.3	5.1	5.45	8.94	n.a.		8.2	7.4	10.03	11.74	n.a.		13.2	13.5	14.34	13.71	n.a.		4.7	13.2	12.32	11.03	n.a.	1985																													
1986	13.5	8.3	6.49	7.67	3.43		6.9	8.7	5.12	5.35	0.84		10.0	8.3	4.84	5.90	1.79		8.9	6.8	7.79	8.74	2.65		10.5	8.2	13.25	11.47	1.41		4.0	15.3	11.02	8.97	n.a.	1986																													
1987	11.6	6.5	8.82	8.39	3.12		10.5	10.4	4.15	4.84	0.55		8.0	7.3	4.03	6.14	2.21		4.1	8.8	8.26	9.46	2.75		10.4	8.8	11.32	10.58	1.94		4.7	14.6	9.77	8.52	n.a.	1987																													
1988	4.3	4.3	7.85	8.84	2.84		8.4	11.2	4.43	4.77	0.54		9.7	8.4	4.34	8.46	2.81		3.9	8.4	7.84	9.08	3.09		7.8	8.8	11.24	10.54	2.71		6.8	17.0	10.41	8.69	4.48	1988																													
1989	1.0	3.9	8.99	8.49	3.43		4.1	6.8	5.31	5.22	0.48		6.3	5.8	7.11	6.94	2.22		6.1	9.6	9.39	8.79	2.86		7.1	8.2	12.41	11.61	2.46		5.8	17.5	13.96	10.30	4.36	1989																													
1990	3.7	5.3	8.06	8.54	3.80		2.6	11.7	7.62	6.91	0.85		4.5	4.5	8.49	8.71	2.11		3.6	8.0	10.32	8.92	3.19		9.3	9.1	11.96	11.87	2.84		5.3	18.0	14.82	11.53	5.07	1990																													
1991	5.8	3.3	5.87	7.85	3.21		5.2	3.8	7.21	8.37	0.75		5.1	5.8	8.25	8.44	2.38		4.7	2.7	9.82	6.03	3.58		7.3	8.0	11.83	13.20	3.45		2.4	8.2	11.58	10.04	4.57	1991																													
1992	12.4	2.0	3.75	7.00	2.95		4.5	0.6	4.28	5.25	1.00		7.1	8.2	9.52	7.77	2.45		1.4	5.5	10.86	8.57	3.55		8.8	7.5	13.86	13.29	3.63		2.8	5.2	9.73	9.09	4.91	1992																													
2nd qtr.1992	11.7	1.7	3.95	7.37	2.87		5.7	1.2	4.58	5.63	1.04		6.4	7.9	8.76	7.98	2.26		-1.8	4.9	10.04	8.66	3.39		8.7	8.3	12.58	12.82	3.43		2.2	5.3	10.26	9.21	4.78	2nd qtr.1992																													
3rd qtr.1992	12.6	1.6	3.35	6.61	2.96		3.2	0.0	3.80	5.10	1.08		8.8	8.8	9.72	7.88	2.53		-0.2	4.8	10.58	8.90	3.67		6.0	8.9	18.14	13.83	4.02		2.4	5.3	10.39	8.21	5.21	3rd qtr.1992																													
4th qtr.1992	14.3	1.8	3.55	6.73	2.94		2.0	0.5	3.67	4.78	1.03		10.7	8.8	8.98	7.34	2.67		1.4	5.5	10.77	8.26	3.72		3.1	5.8	14.84	13.84	3.86		2.7	4.4	7.68	6.45	4.64	4th qtr.1992																													
1st qtr.1993	11.8	0.5	3.30	6.26	2.81		1.8	0.2	3.29	4.34	1.80		9.6	7.5	6.51	6.67	2.42		1.1	5.5	11.83	7.66	3.36		3.0	6.3	11.86	13.13	3.05		4.4	3.4	6.43	7.87	4.35	1st qtr.1993																													
May 1992	12.1	1.8	3.88	7.39	2.95		6.9	1.1	4.59	5.66	1.00		5.8	7.8	8.78	7.98	2.26		1.7	5.7	8.96	8.58	3.33		9.4	8.0	12.24	12.80	3.45		2.7	5.1	10.13	8.90	4.61	1992 May																													
June	11.1	1.3	3.52	7.26	3.00		3.2	0.8	4.48	5.55	1.06		8.9	8.2	8.75	7.97	2.27		-1.8	4.9	10.11	8.73	3.47		10.0	9.6	12.23	13.14	3.34		1.5	5.3	10.03	8.15	4.82	June																													
July	11.8	1.4	3.44	6.84	2.96		2.9	0.2	4.18	5.26	1.10		5.5	8.4	8.78	8.01	2.37		-0.5	5.1	10.23	8.90	3.69		7.5	8.0	15.36	13.65	3.78		2.8	5.6	10.21	9.60	5.15	July																													
August	12.4	1.6	3.37	6.88	2.96		3.7	0.3	3.75	5.03	1.12		6.1	6.7	8.88	7.98	2.60		-1.2	5.0	10.39	8.06	3.71		5.4	6.5	15.27	13.71	3.94		2.5	5.4	10.43	8.37	5.33	August																													
September	13.5	1.8	3.24	6.41	2.98		2.9	0.5	3.74	4.99	0.89		8.3	9.3	8.50	7.85	2.82		-0.2	4.8	11.12	8.75	3.61		5.1	6.1	17.82	14.14	4.35		2.2	4.8	10.64	9.18	5.14	September																													
October	14.4	2.0	3.52	6.58	3.02		2.5	0.8	3.71	4.90	1.04		8.5	10.4	8.95	7.38	2.72		1.8	6.1	11.12	8.43	3.83		5.7	7.3	15.53	14.36	3.95		2.4	5.2	8.46	6.99	4.83	October																													
November	14.4	1.8	3.66	6.86	2.94		1.8	0.8	3.83	4.76	1.05		11.2	9.7	8.94	7.36	2.86		0.9	5.8	8.77	8.14	3.70		2.8	5.9	14.53	13.48	3.46		3.0	4.3	7.32	6.27	4.60	November																													
December	14.2	1.5	3.67	6.75	2.87		1.9	0.4	3.54	4.70	1.00		12.5	6.7	8.03	7.29	2.84		1.4	5.5	11.25	8.20	3.64		1.1	4.5	13.90	13.96	3.61		2.8	3.7	7.24	6.38	4.48	December																													
January 1993	13.4	1.0	3.26	6.58	2.87		2.4	0.3	3.59	4.55	1.03		9.5	7.7	8.80	7.10	2.58		0.8	5.2	12.18	7.93	3.58		2.2	5.5	12.73	13.48	3.26		3.9	3.2	7.04	6.33	4.46	1993 January																													
February	11.5	0.2	3.18	6.26	2.80		2.3	0.1	3.15	4.31	1.01		9.2	7.3	8.39	6.94	2.43		0.8	5.2	12.12	7.78	3.40		3.1	6.5	11.51	13.03	3.01		4.5	3.3	6.23	7.87	4.36	February																													
March	10.7	0.2	3.17	6.97	2.76		0.8	0.3	3.13	4.18	0.97		10.0	7.8	7.98	6.59	2.22		0.8	5.2	11.27	7.33	3.19		4.1	7.1	11.41	12.92	2.86		4.9	3.5	6.04	7.65	4.24	March																													
April			3.15	5.96	2.81				3.08	4.41	0.85				7.93	6.82	2.22				6.11	7.14	3.25				11.48	13.14	2.76			6.01	7.00	4.08	April																														

Monetary growth rates show the percentage change over the corresponding period in the previous year, and are positive unless otherwise stated. All growth rates refer to the seasonally adjusted series (except for Japan and Italy, German monetary statistics now form a continuous post-war series). Monetary data supplied by Datastream and WFA from central bank sources. Interest rates: short-term, period averages of US - 90-day commercial paper, Japan - 3-month certificates of deposit, Germany - 3-month bill, France - 3-month bill, Italy - 3-month Euro-bill, UK - 3-month bill; long-term, period average yields on 10-year benchmark government bonds. Interest rates supplied by Datastream. Equity market yield: period averages of the gross dividend yield on the relevant FT-A world index.

## Capital flight from developing countries

As a share of GDP, end 1990



Source: World Bank

## How to encourage flight capital to go back home

WHAT IS the best way to bring capital into a country? The answer, it seems, is "allow it to go out". That is one of the most interesting insights provided by the report on global economic prospects, published earlier this month by the World Bank. As the Bank remarks, "in some cases the removal of capital outflow restrictions appeared to have the (paradoxical) effect of stimulating a net inflow of capital, presumably by reassuring investors that it would be easy to repatriate their money should they wish to do so."

Such successes are important, not least because capital flight has been vast. Data on illegal capital flows can never be more than estimates, but the figures the Bank comes up with are breathtaking. For Sub-Saharan Africa, for example, it estimates the stock of flight capital at 80 per cent of total gross domestic product, well above Latin America's 31 per cent. In some countries the estimates are higher still: almost 200 per cent of GDP for Gabon and around 150 per cent for Egypt and Nicaragua. This is serious money by any standards.

At the end of 1990, says the Bank, the stock of flight capital stood at US\$700bn or 55 per cent of the total debt stock at that time. Moreover, between 1986 and 1988 the flow of flight capital was well over \$50bn a year. In 1988 alone it was \$30bn. But over the past four years the flows have reversed, as money has poured back into countries like Argentina, Brazil and Mexico.

Naturally, there is no simple way of measuring flight capital. The World Bank's approach is to use components of the balance of payments to determine a residual. Capital flight is measured by the difference between known external borrowing plus foreign direct investment, on the one hand, and the current account deficit plus the increase in reserves, on the other. How accurately capital flight has been measured depends on the accuracy with which these components are measured, which is to say not very accurately at all. But these figures should still say something about orders of magnitude. Capital flight may be a big elephant or a

small elephant, but it is no mouse.

The encouraging part of this story is that policy changes help. Overvalued real exchange rates, which are a subsidy to capital exports, large spreads between domestic and international real interest rates and penal taxation, particularly of capital, are all reasons for capital flight. These can all be modified. But behind them usually lie overburdened public finances. Accordingly, the easy assumption that capital flight is itself a good reason for not providing official external assistance is a bit simplistic. Such assistance can allow a government which is determined to reform the room to do so. Once it has reformed, however, and the capital has flown back, further assistance should not be offered for such macroeconomic purposes.

Perhaps the most important conclusion of the Bank's analysis is that "the choice for developing countries is not between financial integration and no integration. Rather, it is between two-way integration that permits capital inflows and private

institutional outflows and one-way integration that consists of capital flight." In any economy that allows people control over funds, but denies them both a profitable and secure outlet at home, the money is bound to fly out. It does not need to be a capitalist economy. Russia is suffering chronically from capital flight at present. Those who moan about the undesirability of "shock therapy" fail to realise that it is their advice - all too faithfully followed, unfortunately - which is generating this crippling outflow.

It is in the interests of developing country governments to allow capital to flow fairly freely. Provided they also allow people profitable investments at home, money is just as likely to come in as flow out. Indeed, that is what one would expect, since the best investment opportunities in the world should be in poorer countries.

**Martin Wolf**  
\*Global Economic Prospects and the Developing Countries 1993 (Washington DC: World Bank).

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there it is again.



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*A choice of four leisurely courses  
over three and half hours  
or a lighter meal over a mere  
60 minutes*

*So you could stop here*

*Or go on*

*And on and on*

*And to follow, may we recommend  
a small slice of escapism*

You turn ☐ your personal seat-back video. Looking ☐ to your choice of ☐ channels of entertainment, you let your mind switch ☐.

You've seen the film, now read a booklet: 'The Well Being in the Air Programme.'

Let's just try a few exercises.

Stretch your arms and breathe out.

Rotates clockwise (gosh, is that the time already?)

Breathe innnnnnn and out... innnnnnn and out... eyelids getting heavy... who's that snoring?...

maybe I should just look at those

AWOKEN by a gentle alarm call and, exactly when you ordered it, breakfast.

Tropical fruit or Birchermuesli

Orange juice or Energiser drink

Eeni, Meeni, Miney or Mo



Right, let's have a quick look at the presentation.

This seems to be a problem.

We just need to be more decisive on this.

or do we?

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Please remain reading until the ad comes to a complete halt.

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## NEWS: UK

## NatWest launches German storecard

By John Gapper

NATIONAL Westminster Bank is to introduce branded retail store credit cards to Germany, as part of a fresh expansion by British financial services companies into continental Europe.

The bank is setting up an operation to offer retailers cards under its Comfort Card brand, which operates in Holland and Belgium. The establishment of NatWest's German card company is expected to employ about 300 people by 1997.

Although banks have been hit by high provisions against bad debts in operations such as mortgage lending in France and Spain, they are keen to offer British products such as store credit cards in markets where they are less known.

NatWest said the use of store credit cards, the dominant means of buying consumer durables such as washing machines and freezers in the UK, had not yet developed in Germany or some other European countries.

Mr John Morgan, marketing director of the personal finance operation of NatWest's Lombard North Central finance house subsidiary, said the bank had already received expressions of interest from some 3,000 German retailers.

NatWest will not charge German retailers for providing their branded credit cards. Although the store's name appears on cards, the bank lends money and makes interest charges on the amount borrowed, as well as assessing risks. German retailers have until now relied on generic credit cards such as MasterCard and Visa as well as debit cards. The transaction charges paid by retailers each time one of these cards is used have acted as a disincentive.

NatWest said it was forming a venture called Comfort Card GmbH, based in Düsseldorf.

Mr Morgan said the bank had researched the risks of bad debt in Germany, and concluded that consumers were "cautious about the way they spend their money, and prudent in the need to repay what is borrowed".

## Concerns over threat of unemployment may damp recovery hopes

## Survey highlights job fears

By Diane Summers, Labour Staff

MORE THAN 40 per cent of workers in Britain are worried they could find themselves out of a job within the next 12 months, according to the first of a monthly series of Mori surveys, published in the Financial Times today.

Survey findings about the fear of becoming unemployed come in spite of recent, more encouraging economic indicators and optimistic messages from government ministers emphasising signs of recovery.

There is a risk that concern about jobs could damp hopes that a marked increase in consumer confidence will add momentum to the UK's emergence from recession.

Those who felt the most vulnerable were male workers between the ages of 45 and 54 in the "C2" skilled worker category. Job insecurity was felt most strongly in the south, particularly in greater London and among full-time, rather

than part-time employees. The survey, commissioned from Mori by Industrial Relations Services, the independent pay and conditions research group, should provide some indication each month of how far confidence is returning.

Official jobless figures fell in March by 26,000 to a seasonally adjusted total of 2.94m. The second successive fall took analysts by surprise. While welcoming the reduction, the government has warned it was too early to tell whether unemployment had peaked - even if recovery continues, jobless figures could yet rise.

The IFS/Mori index found 41 per cent of adult workers said they were concerned - 21 per cent were "very concerned" and 20 per cent were "fairly concerned" - about the possibility of being made redundant or becoming unemployed over the next 12 months.

An open-ended question asked why individuals were worried about losing their jobs. Some health service

employees, for example, mentioned changes in the state health service and uncertainties arising from hospitals moving to trust status. Other workers feared their companies would lose contracts or would cut jobs after takeovers. One male mill operator said: "No jobs are safe these days. I work with an animal feed company. You used to be able to work for them for life. Now they have been taken over and they are making people redundant."

Nearly half of men, 46 per cent, were concerned about losing their jobs, compared with 35 per cent of women. More than a quarter, 27 per cent, of workers who were aged between 45 and 54 said they were "very concerned" about becoming unemployed, compared with 17 per cent of 25 to 34 year-olds who said they were very concerned.

Professional and managerial employees were not spared anxiety: 28 per cent feared for their jobs. However, nearly

half - 48 per cent - of skilled workers were worried they might lose their jobs in the next year. In greater London, 46 per cent of workers were concerned for their jobs, compared with 37 per cent in the north of England.

Mori interviewed 1,024 adults in full- or part-time work, in their homes, throughout Britain between 22-26 April. Data were weighted to match the profile of the population.

Managers believe that the biggest barriers to women's training and development are family commitments, the prejudices of male managers and childcare problems, an industrial society survey shows.

The survey of nearly 400 member companies, found that managers rated the Equal Opportunities Commission as the most important influence on policies for women's development and training. Opportunity 2000, a private-sector-led initiative to promote women's employment, was rated the least influential.

## Wimpey chief steps down from Channel tunnel post

By Andrew Taylor in London and Alice Rawsthorn in Paris

MR JOE Dwyer, chief executive of Wimpey, will later this week stand down as the British co-chairman of Transmanche Link, the Anglo-French consortium building the Channel tunnel.

Transmanche is locked in a bitter row with Eutunnel, the project's operator, over which of them should pay for the big increase in the cost of building the tunnel.

Mr Dwyer is to be succeeded by Mr Neville Simms, chief executive of Tarmac, one of five British members of Transmanche which also includes five French companies. Wimpey said yesterday that when Mr Dwyer took the job he had indicated that he would stay for about a year. He had done this, and wanted to concentrate on running Wimpey.

The company said Mr Simms would continue to represent the best interests of contractors. There would be no softening

in the campaign to get Eutunnel to pay for changes in design and contract conditions which had pushed up the price of the job.

Negotiations between Transmanche and Eutunnel have ground to a halt. Wimpey said Mr Dwyer might have remained longer if he had felt that there was a chance of settlement being reached.

The opening date of the tunnel has already been delayed by at least seven months compared with an original target date of May 15 this year. Contractors have warned that the tunnel might not open until June next year if agreement cannot be reached with Eutunnel over modifications to the contract.

Mr Simms yesterday was unavailable for comment on his latest appointment.

Meanwhile, Eutunnel plans to pay part of its fee to Bechtel, the US construction group, by issuing shares rather than in the conventional form

of cash. News of the share transaction, which will involve Eutunnel issuing 2m new shares, comes at a time of intense speculation about the group's finances because of the costly delays in the tunnel's construction schedule. The anticipated cost of the project has escalated from \$4.8bn in 1987 to the current estimate of \$8.4bn.

Eutunnel, which last month announced it may need to raise up to \$850m in additional cash by the end of 1995 due to the delays, plans to seek shareholders' agreement for the Bechtel issue at a meeting on June 10. It will also ask permission to raise its nominal capital by up to FF1.92bn to issue new shares and by FF750m to issue warrants.

Bechtel has since 1989 acted as a consultant to Eutunnel and has seconded a number of executives to work for the group. Eutunnel said it was allowed to pay part of Bechtel's bill in shares under the terms of their original agreement.



The Dalai Lama waves to supporters in London yesterday at the start of a two-week visit to Britain. Tibet's exiled spiritual leader will meet foreign secretary Douglas Hurd, Liberal Democrat leader Paddy Ashdown and the Archbishop of Canterbury. A series of lectures at Wembley Conference Centre in London from May 8 to 11 are already sold out. The talks are said to offer "the heart of Tibet's ancient Buddhist wisdom - love, compassion and altruism - in everyday language to the widest possible audience". It is the first time the Dalai Lama, winner of the Nobel Peace Prize, has agreed to undertake such a programme. The Dalai Lama will also visit Britain's only Tibetan monastery, Samye Ling near Dumfries in the Scottish lowlands.

## BANK OF ENGLAND

## Fresh powers unlikely before 1994

By Alison Smith

NEW LEGISLATION to revise the Bank of England's banking supervisory powers will not be introduced until 1994 at the earliest.

Mr Norman Lamont, chancellor, promised last October that the government would act to give the bank express powers to refuse or revoke authorisation of banks where proper supervision was impossible.

The pledge was part of the government's response to the inquiry headed by Lord Justice Bingham into the supervision of the collapsed Bank of Credit

and Commerce International. In July last year, the Bank of England asked for a new, explicit power to deal with banks that could not be supervised effectively, whether on structural or other grounds.

Lord Justice Bingham concluded that such banks could be dealt with under the existing Banking Act, but accepted that explicit powers should be given if that would strengthen the Bank of England's hand.

Responding to the Bingham report, Mr Lamont said he would vigorously pursue all its recommendations, and would introduce legislation when

parliamentary time allowed. There were, however, far too many bids from departments for legislation in the new parliamentary session that will begin in November, and the banking bill was one of those eliminated early on by the government's business managers.

The only bill that is in the schedule as a piece of Treasury legislation is a "technical and essential" measure on European Community finance.

Ministers appear to have taken into account that the intense political pressure over BCCI is past its peak, and that progress has been made in the

non-legislative areas of Bingham's recommendations, for example the Bank of England's setting up new legal and investigative units.

Even so, MPs who have been campaigning on behalf of BCCI's UK depositors are likely to be angered by the apparent relaxation in the government's attitude towards this aspect of recommended changes after BCCI.

MPs will have an opportunity to raise the issue with Mr Lamont during the inquiry by the cross-party Treasury committee of MPs into the role of the Bank of England.

## EC ministers will hear from angry UK steel users, reports Andrew Baxter

Small and medium-sized British engineering companies are becoming increasingly worried that an increase in steel prices of as much as 40 per cent this year could endanger or postpone their recovery from the recession.

A European Community ministers' meeting in Brussels today to study the next steps in the restructuring plan for the EC steel industry, angry UK steel users are complaining that price increases are having damaging knock-on effects for UK manufacturing. They say that the rises threaten to stoke up inflation and hasten the return of a "boom and bust" economy.

In particular, small companies are worried about being squeezed between large steel suppliers and powerful end-users of their products - such as vehicle makers or retailers - who refuse to accept any price increase.

This sentiment was supported by Mr Ray Gore, group purchasing director at Wells-based Clares Equipment, which makes trolleys and shelves for supermarkets.

Mr Norman Gledhill, executive director of the Mechanical and Metal Trades Confederation (Metcom), said that price increases in basic raw materials such as the latest steel price rises "do very little to

## Engineers fear body blow from steel price rises

help the competitiveness of British engineering in the attack on valuable export markets."

But the steel industry has strongly defended the price rises. British Steel pointed out that the increases had not fully recouped - even in nominal terms - the reductions in prices suffered by producers since 1990.

British Steel said prices for strip products had fallen by as much as 35 per cent until the start of the recent round of increases. Implementation of a 9 per cent increase on July 4 will bring the increase since then to 18 per cent.

Smaller steel users say their own big customers benefited most from the price reductions of 1990-1992. They are now blocking attempts by suppliers to pass the increases on - in fear of damaging their own fragile prospects of recovery.

Mr Terry Barnes, managing director of Deeside-based Dix-

on-Bate, has written to the prime minister about the steel price rises. Dixon-Bate, which makes towing equipment, buys about five tonnes a month of flat steel and sections from a stockholder which itself is supplied by Allied Steel & Wire in Cardiff.

Mr Barnes says he has had to weather four price increases, totalling 40 per cent, so far this year. "I've only been able to pass on a price increase of about 2 per cent," he said. Dixon-Bate is considering buying east European steel instead, and Mr Barnes has told ASW that a 40 per cent price increase will kill UK demand.

In reply ASW has told Mr Barnes that it is highly unlikely that selling prices for its steel sections will be less this year than they were in 1990 and little more than 5 per cent higher than they were in 1988.

The price rises are also hit-

ting medium-sized companies. Mr James Watson, managing director of South Yorkshire-based Coltran Products, has had to accept a 6 per cent - or £22 a tonne - increase in the price of mild steel rod it buys from a number of stockists which are supplied by British Steel.

Coltran is the UK's largest manufacturer of laundry airers and buys 1,200-1,400 tonnes of steel a year.

Mr Watson said he did not expect to be able to pass the increase on to his customers, which include big retailers, and it would be difficult to recoup the increases from any further internal productivity improvements.

"We've moved towards becoming the low-cost producer, and we've taken market share from competitors. But, coming out of the recession there are two things that matter: cash flow, and having the funds to invest," he said.

Further steel price rises are considered likely in the autumn but the European steel industry is adamant that it needs the increases to recoup the heavy losses of the past two years. The rises follow production cuts of 15 per cent to 20 per cent across Europe in the final quarter of last year. Price increases have also been fuelled by strong demand from China.

SOFIREM

GRUPE CHARBONNAGES DE FRANCE

## HOW TO MAKE IT IN FRANCE

## I- Why invest in France?

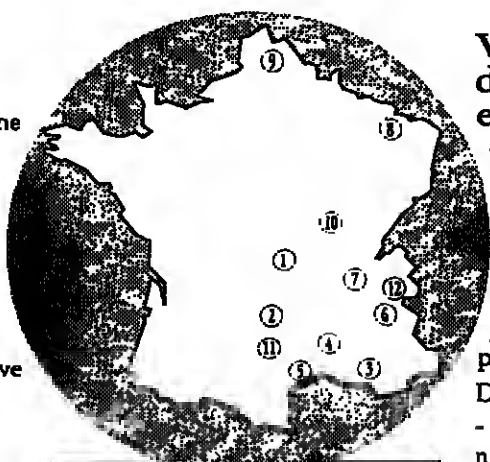
- Geographical situation in the heart of Europe.
- A large market (58 million consumers) and easy access to other major markets in Europe.
- Labour costs among the lowest in Europe, combined with high levels of productivity.
- Abundant and very competitive energy supplies.

## II- Why invest in ex-mining regions?

- Excellent amenities.
- Diversified and dynamic industrial environment.
- High quality workforce.
- Extensive financial aid.
- On-the-ground assistance from SOFIREM.

## III- SOFIREM - your partner

- Established in 1967, SOFIREM is a subsidiary of Charbonnages de France, one of the biggest French industrial groups.
- SOFIREM helps French and international companies to become established in ex-mining areas.
- SOFIREM helps in two ways: by offering free advice and assistance at every stage of any development and through the provision of financial aid (see section VII).
- SOFIREM has already helped some 1,500 companies to become established.



1- Auvergne; 2- Aveson; 3- Bouches-du-Rhône; 4- Gard; 5- Hérault; 6- Isère; 7- Loire; 8- Moselle-Lorraine; 9- Nord-Pas-de-Calais; 10- Saône-et-Loire; 11- Tarn; 12- Savoie.

## IV- Excellent amenities

- Densely-populated regions with a good geographical spread (see map above).
- Satisfactory infrastructure services (schools, hospitals, hotels, etc.).
- Good modern communications (motorways, rail network and airports).

## V- Diversified and dynamic industrial environment

- Many companies operating in various manufacturing sectors.
- Numerous suppliers and sub-contractors.
- 250 foreign companies, including 80 German, 25 American, 25 Belgian, 20 British (e.g. Pilkington, Lucas and Boots), 20 Dutch and 15 Italian.
- Among these companies, a number of multinationals (including General Motors, Grundig and Fuji) and above all, many small/medium-sized firms.

## VI- High quality workforce

- Available, versatile and hard-working.
- Several job training establishments.

## VII- Extensive financial assistance

- Grants (maximum 25 % of the investment).
- Medium-term special-rate loans: SOFIREM, EC/ECSC and others.
- Minority shareholdings (<33 %) taken by SOFIREM for a maximum of 8 years.
- Business licence tax exemption for 5 years.
- Low land prices: from £ 1 m £ 5 per m<sup>2</sup> = 10 p to 50 p per ft<sup>2</sup> (including all services).

For all further information, please contact:

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FINANCIAL TIMES

## Ferrier Lullin &amp; Cie SA

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## Key Data

In Sfr m	1991	1992	% Change
Net Revenues	66.6	68.8	3
Cash Flow	18.4	19.9	8
Net Income	14.1	14.3	2
Dividend	7.2	7.8	8
Extraordinary Dividend	-	27	-
Total Assets	387.0	400.9	4
Capital and Reserves	109.7	89.0	-19
Staff	221	212	-4

With stocks and bonds more buoyant than in previous years due to easing money-market rates, Ferrier Lullin was once again able to achieve satisfactory results in fiscal 1992. The nearly Sfr 20m. our operations generated in cash flow enabled us to raise our dividend from 24% to 35% while retaining more money to cover capital investments than in the preceding financial year. In conjunction with the restructuring of the SBC group's portfolio management

activities, the major development in our financial situation last year was the distribution of an extraordinary dividend amounting to Sfr 27m. As a result, the capital and reserves reported in the balance sheet fell to Sfr 89m from 110m the previous year, following allocation of 1992 net income. Even so, at over 20% of total assets and over a third of borrowed funds, they are still extremely large compared with statutory requirements.

Geneva - Luxembourg - Bahamas  
Grand Cayman - Hong Kong - Singapore



ECONOMICS

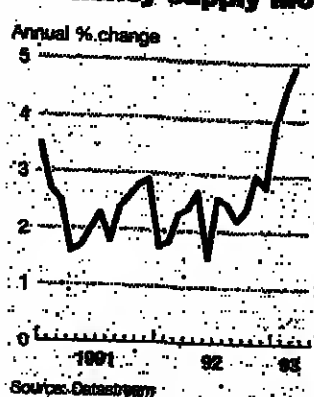
# Narrow UK money supply in spotlight

THERE are few economic indicators in the UK this week, although provisional narrow money supply figures for April will generate interest. Rapid year-on-year growth in M0 has been cited as evidence that consumer spending is recovering. M0 has remained above the upper limit of the government's 0.4 per cent monitor range since February and, according to the latest median forecast, grew at a buoyant 5 per cent in the year to April.

Given the recent upbeat comments of the Prime Minister and the Chancellor about the state of the UK economy, Friday's monthly monetary report is also likely to be modestly optimistic. But the Treasury will be cautious about sounding too enthusiastic. Many analysts expect economic activity to show temporary signs of faltering before the year is over, similar to the pattern of recovery in the US.

In the US, non-farm payroll figures at the end of the week will once again throw the spotlight on the strength of recovery. Last week, disappointing GDP figures pointed to a slowdown in consumer spending and weakening exports. But April's figures should show a

## UK money supply M0



rebound and economists are forecasting a 150,000 rise in non-farm payrolls.

There is also a rush of data from Germany this week. March's industrial production and manufacturing new orders are both projected to fall as recession deepens. However, economists do not expect the Bundesbank to announce a further cut in official rates at its regular council meeting.

Other economic highlights of the week follow. The figures in brackets are the median of economists' forecasts from MMS international, a financial information company.

Yesterday: US, April NAPM index (53 per cent), March construction spending (down 1 per cent), UK, national holiday, all markets closed. Japan, national holiday.

Today: US, March leading indicators (down 0.8 per cent), April Johnson Redbook week ended May 1; auto sales April 21-30 (6.5m units), truck sales April 21-30. Germany, Federal Consortium sets terms of new Bund. Australia, Reserve Bank of Australia monthly board meeting; March current account (A\$1.2bn deficit), building approvals.

Tomorrow: UK, April official reserves (up \$0.1bn). Spain, April official reserves (up \$5bn). US, Fed releases Tanzi Book for May 18 FOMC meeting; March home completions. Canada, April foreign reserves (down C\$0.8bn), help wanted index (89).

Thursday: UK, Newbury by-election; April M0 (up 0.5 per cent on month, up 5 per cent on year); March, final M4 and M4 lending. Germany, Bundesbank council meeting in Frankfurt; April unemployment - west (up 50,000), employment - west (down 55,000), vacancies - west (down 6,000), short time work - east

(up 14,000), unemployment - east (down 10,000). US, Green-span delivers keynote address at Chicago Fed conference; initial claims week ended May 1 (349,000); state benefits week ended April 24; preliminary figures for Q1 productivity; March wholesale trade; money supply data for week ended April 26. Japan, March current account, trade balance, foreign bond investment; April forex reserves, auto sales.

Friday: UK, regular Treasury monthly monetary report. US, April nonfarm payrolls (up 150,000), manufacturing payroll (up 10,000), hourly earnings (up 0.2 per cent), average work week, civilian unemployment rate (7 per cent); March consumer credit (\$0.5bn). Canada, April employment (up 0.2 per cent), unemployment rate (11 per cent).

During the week: Germany, March industrial production (down 0.5 per cent on month), manufacturing output (down 0.5 per cent on month), manufacturing orders (down 1 per cent); April cost of living; February trade balance, current account. Spain, April auto sales. Italy, April CPI.

Emma Tucker

## RESULTS DUE

BAT Industries, the UK-based tobacco and financial services group, will be quizzed about the impact of the US cigarette price wars when reporting its first-quarter results tomorrow.

The decision by US tobacco group Philip Morris to slash prices in April had no impact on BAT's figures to the end of March, which are expected to show pre-tax profits up from £258m to about £350m. But the UK group's share price has fallen by 17 per cent since the price cuts started and analysts will be keen to get an update.

The results will include a currency gain of about £30m, but also reflect stronger performance by BAT's insurance subsidiaries, Eagle Star in the UK and Farmers in the US.

British Petroleum is expected to show on Thursday a slight decline in its replacement cost profit for the first quarter when compared with the final quarter last year.

Mr Nick Antill at Hoare Govett estimates the company will make £190m compared with £200m.

BP posted a profit of £89m. But BP will have done well to keep the result fairly stable when oil prices and refining margins have declined, leading to a downturn in pre-tax operating profits. This will be partly offset by lower interest and tax charges and a dollar-strengthening exchange rate boost.

Refining margins in Asia improved and chemicals are expected to be no worse than last year. Tate & Lyle is expected to report tomorrow a rise in interim pre-tax profits of about 15 per cent to £108m.

Royal Bank of Scotland, also reporting interim results this same day, is forecast to produce pre-tax profits of about £55m after bad debt provisions against £48m a year earlier. Positive factors include flat costs, rising fee income and widening mortgage spreads.

## PARLIAMENTARY DIARY

**TODAY**  
Commons: Health questions. Questions to the Prime Minister. European Communities (Amendment) Bill, report.

Lords: Education Bill, committee. Access to Health Records (N. Ireland) Order. Social Security (Amendment) (N. Ireland) Order. Select committees: 10.30am, social security - subject: the operation of pension funds. Witnesses: Robson Rhodes. Room 15.

10.45am, Treasury and civil service sub-committee - subject: the role of the civil service. Witnesses: Professor Peter Hennessy; Sir Peter Kemp (at 11.45). Room 8.

**TOMORROW**  
Commons: Scottish questions. European Communities (Amendment) Bill, report.

Lords: Debates on developments in manufacturing industry and patent confidentiality and the media. Licensing (Scotland) Bill, second reading.

Select committees: 9.15am, environment - subject: energy efficiency in buildings. Witnesses: department of environment; energy efficiency office. Room 20.

10.15am, parliamentary commissioner for administration - subject: the powers, work and jurisdiction of the ombudsman. Witness: Mr William Field CB. Parliamentary commissioner for administration and health service commissioner.

10.30am, foreign affairs - subject: UK policy and the role of the UN in the former Yugoslavia. Witness: Mr Douglas Hurd, foreign secretary. Room 8.

10.30am, trade and industry - subject: British aerospace industry. Witnesses: Mr Tim Sainsbury, minister for industry; DTI officials. Room 21.

10.45am, agriculture - subject: the effects of conservation measures on the UK sea-fishing industry. Witnesses: National Federation of Fishermen's

Organisations. Room 15. 10.50am, defence - subject: the Royal Navy. Witnesses: MOD officials. Room 16.

11.30am, transport - subject: London bus deregulation. Witnesses: Association of London Authorities; London Boroughs Association; London Regional Passengers Committee (at 4); trade unions: RMT, TGWU, TSSA (at 5). Room 8.

4.10pm, Treasury and civil service - subject: Community budgetary and economic matters. Witnesses: budgets committee and budgetary control committee of the European Parliament. Room 8.

4.15pm, public accounts - subject: expenditure by Wessex Regional Health Authority. Witnesses: Sir Duncan Nichol, chief executive NHS management executive; Mr Ken Jarrold, regional general manager, Wessex Regional Health Authority; Sir Robin Buchanan, chairman, Wessex Regional Health Authority. Room 15.

4.15pm, science and technology - subject: the routes through which the science base is translated into innovative and competitive technology. Witnesses: Mr A Britton, director, Professor S. Prins, senior research fellow, and Mrs H. Steedman, senior research fellow, National Institute of Economic and Social Research. Room 18.

4.45pm, home affairs - subject: Lord Chancellor's department annual report. Witness: Sir Thomas Legg, permanent secretary, Lord Chancellor's department. Room 20.

**THURSDAY**  
Commons: Treasury questions. Questions to the Prime Minister. Debate on the Royal Navy.

Lords: Trade Union Reform and Employment Rights Bill, report. Hedgerows Bill, report. Not sitting.

## UK COMPANIES

**TODAY**  
COMPANY MEETINGS:  
Admiral, Admiral House, 193-199, London Road, Cambridge, Surrey, 12.00  
Calm Energy, Calm House, 61 Dublin Street, Edinburgh, 12.30  
Courtaulds, Langham Hilton Hotel, 1 Portland Place, Regent Street, W., 10.45  
Drayton Korea Trust, 11 Devonshire Square, 2.30  
Lionheart, Hotel Metropole, National Exhibition Centre, Birmingham, 11.00  
MTL Instruments, Power Court, Luton, Beds., 4.30  
Unilever, Queen Elizabeth II Conference Centre, Broad Sanctuary, S.W., 11.00  
Wates City of London Properties, Vintners' Place, 88 Upper Thames Street, E.C., 10.30

**BOARD MEETINGS:**  
Finale:  
Sinterlight  
Interim  
Ingham

**TOMORROW**  
COMPANY MEETINGS:  
Braine (J.F. & J.H.), Hunslett Road, Leeds, 2.30  
British-Borneo Petroleum Syndicate, Chartered Accountants Hall, Moorgate Place, E.C., 12.00  
Buckingham Intl., Holiday Inn Kensington, 100 Cromwell

Road, S.W., 10.00  
Burford Higgs, London Press Centre, New Street Square, E.C., 10.45  
Garton Eng., Park Hall Hotel, Park Drive, Goldthorn Park, Wolverhampton, West Midlands 12.00  
Kleinwort Smaller Co's Inv. Trust, 10 Fenchurch Street, E.C., 12.30  
Kwik-Fit Higgs, Skidders Hall, 8, Dowgate Hill, E.C., 12.00  
Nichols (J.N.) Vinto, Ledson Road, Wythenshawe, Manchester, 11.00  
Pendragon, Lind Pavilion, Derbyshire County Cricket Ground, Nottingham Road, Derby, 10.45  
Pittard Gannar, Sherborne Road, Yeovil, Somerset, 12.00  
RTZ, Queen Elizabeth II Conference Centre, Broad Sanctuary, S.W., 11.00  
Sumit, 119, London Wall, E.C., 2.15

**BOARD MEETINGS:**  
Finale:  
Beattie (James)  
Brown (N)  
Interim:  
FR Group  
Finabury Growth Trst.  
Royal Bank of Scotland  
Tito Higgs  
Tate & Lyle

**THURSDAY MAY 6**  
COMPANY MEETINGS:  
Appleyard, Ian Skelly

Liverpool, 66-72, Mill Lane, Liverpool, 3.00  
British Mohair Higgs, Midland Mills, Valley Road, Bradford, 11.30  
Costa Vielle, Inn on the Park Hotel, Hamilton Place, W., 2.30  
Expamet Intl., Royal Automobile Club, Pall Mall, S.W., 12.00  
Fired Earth Tiles, Middle Aston, Oxfordshire, 12.00  
Invergordon Distillers, Merchants Hall, Hanover Street, Edinburgh, 11.45  
Lillehall, Chequers Hotel, Oxford Street, Newbury, Berkshire, 11.30  
Matthews (Bernard), Airport Ambassador Hotel, Norwich Airport, Cromer Road, Norwich, 12.00  
T & N, Ramada Renaissance Hotel, Manchester, 12.00  
WSP Higgs, 15, New Bridge Street, Blackbirds, E.C., 11.00

**BOARD MEETINGS:**  
Finale:  
Bank of Scotland  
Commons  
Highcroft Inv. Trst.  
London Amer Ventures Trst.  
Providing  
Smith (James) Estates  
Interim:  
Bellway  
MMT Computing

**FRIDAY MAY 7**  
COMPANY MEETINGS:  
Church, The Northampton

Moat House, Silver Street, Northampton, 12.30  
Clarke (T.), Savoy Hotel, W.C., 12.00  
File Indmar, 115 Hanover Street, Edinburgh, 12.00  
Hokler Technology, Hendon Hall Hotel, Hendon, N.W., 12.00  
Low & Bonar, Bonar House, Faraday Street, Dundee, 12.00  
Macallan-Glenlivet, The Macallan-Glenlivet Distillery, Craigellachie, Banffshire, 12.00  
Orpington, Grove Way, Castle Acres, Narborough, Leicestershire, 12.00  
P & O, Queen Elizabeth II Conference Centre, Broad Sanctuary, S.W., 11.00  
Palon, Alexander House, 85 Frampton Street, N.W., 11.00  
Rugby Group, Crown House, Rugby, Warwick, 12.30  
T & S Stores, Swinton Hall Hotel, Swinton, Staffs., 11.00

**BOARD MEETINGS:**  
Finale:  
Cooper Clarke  
RadioTrust  
Select Appointments

Company meetings are annual general meetings unless otherwise stated. Please note: Reports and accounts are not normally available until approximately six weeks after the board meeting to approve the preliminary results.

## DIVIDEND & INTEREST PAYMENTS

**YESTERDAY**  
Anglo American Intl. 5% 1st Pr. £0.05  
Balt Atlantic £0.67  
Pacific Televis £0.545  
Southwestern Bell \$0.755  
Treasury 15 1/4% Ln. 1996 £7.825  
US West \$0.535  
Volvo AB A \$0.75  
Do. B \$0.75

**TODAY**  
Air Canada 11 1/4% Bds. 1994 \$262.5  
Allied Leisure Plc  
American Tel. & Tel. \$4.40  
APV 3.15% Pr. 1.575p  
Do. 4.55% Pr. 2.275p  
Do. 5.14% Pr. 2.625p  
Balfour (J) 3.1p  
CJA 3.1p  
E.ON Energy \$0.19  
Eng. & Dutch Inv. 8% 1st Pr. £0.8  
Do. 8% 2nd Pr. £0.8  
Five Arrows Chile Flt. \$0.4  
Fleming Merc. Inv. 1.675p  
France Property Trst. 1.2p  
Greece (Kingdom of) 7% (now 3 1/2%)  
Refugee Ln. 1924 35p  
Do. 7% (now 3 1/2%) Refugee Ln. Stgt. Flt. Bds. 1985 \$7.5p  
Ernst & Young 2.75p  
Halifax Bldg. Soc. Flt. Rate Nts. 1997 £356.16

Hungary (Republic of) 7 1/4% Stgt. Bds. 1924 £2.75  
Hydro Quebec 9 1/4% Debts. Sers. £3.2001 C\$95  
Johnson Group Cleaners 18.7p  
Lax Service 6.8p  
Lloyds Abbey Life 11p  
Macro 4 6 1/2p  
M&P 21 1/2p  
Marubeni America Y3000000  
Nat. Home Loans Flt. Rate Nts. 1995 \$2.22  
Nat. Westminster Bank 8.45% Sub. Nts. 2001 \$4.725  
Do. 11 1/4% Sub Nts. 2001 £117.5  
New Zealand 11 1/4% 2008 £281.25  
Prudential Pl. Corp 10% Nts. 1998 C\$100  
Risedale Overseas Flt. Nv 11 1/4% Cnv. Sers. Br. Nts. 1996 \$57.5  
Sindar 1.85p

**FRIDAY MAY 7**  
BBA 10% Deb. 1999/04 £5  
Bristol & West Bldg. Soc. 13 1/4%  
Credent. 13 1/4% Cnv. Nts. 1993 \$67.5  
General Motors Acceptance Corp. of Can. 9 1/4% Nts. 1993 C\$97.5  
Lloyds Bank 12.5p  
Lloyds Bank 12.5p  
M&P 21 1/2p  
MTL Instruments 2p  
Osterreichische Postsparkasse 6 1/4%

Nts. 1995 \$88.25  
**THURSDAY MAY 6**  
Do. (T. & J. H.) 6.5p  
Do. A NV 6.5p  
Burford Higgs. 0.65p  
Cadbury Schweppes 8 1/4% Uns. Ln. 1984/2004 \$4.125  
Courtaulds 4.2% Fd 2nd Pr. 2.1p  
Do. 8 1/4% Uns. Ln. 1984 £3.25  
Do. 7 1/4% Uns. Ln. 1984 £3.625  
Delta 10 1/4% '95/99 25.375  
Domestic & General 7.5p  
Laws (John) 10 1/4% Bds. 2006 £102.5  
LGW 1.875p  
Paterson Zochonis 2.35p  
Do. A NV 2.35  
Schroders 16p  
Whitbread 7 1/4% Uns. Ln. 1985/99 £3.625

**FRIDAY MAY 7**  
BBA 10% Deb. 1999/04 £5  
Bristol & West Bldg. Soc. 13 1/4%  
Credent. 13 1/4% Cnv. Nts. 1993 \$67.5  
General Motors Acceptance Corp. of Can. 9 1/4% Nts. 1993 C\$97.5  
Lloyds Bank 12.5p  
Lloyds Bank 12.5p  
M&P 21 1/2p  
MTL Instruments 2p  
Osterreichische Postsparkasse 6 1/4%

Hall Eng. 5.34p  
Jardine Strategic Cnv. Prt. (Bermuda) Flt. £11.50  
Do. (Jersey Reg.) \$0.80  
Lloyds Smaller Co's Inv. Trst. Package Uta. 1.85p  
Do. Dividend 1.85p  
Mathews (Bernard) 1.25p  
Mazda Motor Flt. Rate Nts. Aug. 1996 Y8840  
Do. Flt. Rate Nts. Nov. 1996 Y8840  
Nat. Westminster Bank 11.375p  
New Thompson Trst. 1.5p  
Paribas French Inv. Trst. 1p  
Pendragon 4.4p  
RPS 1.2p  
Savage 0.25p  
Smith & Nephew 4% Cnv. Bds. 2002 £40  
Tay Homes 1.2p  
Transport Dev. 6.5p  
Vardon 0.5p  
Vickers  
Wates City of London Props. 9 1/4% Bds. 1993 £250  
Wimpey (George) 3.25p

**SATURDAY MAY 8**  
Flotran 1.3p  
Expamet Intl. 1.15p  
Flt Group 6p

**SUNDAY MAY 9**  
Deed Sea Works NIS0.313

# CONFERENCES & EXHIBITIONS

**MAY 4**  
Upstream Standards and the European Single Market  
This one-day seminar and workshop is designed to encourage participation in discussions on the impact of standards on those involved with the upstream petroleum industry. The experts will be there to speak and answer your questions. Contact: Caroline Little, Institute of Petroleum, Tel: 071 636 1004 Fax: 071 255 1472

LONDON

**MAY 10-11**  
Six European Financial Services Conference "Rebuilding the Bank - Restoring Profitability"  
Business Process Redesign; Downsizing; Re-engineering. Ensure your future viability. Speakers: Brian Patten, CEO, Lloyds Bank; Geoff Lockhart, ex CEO, UK Banking; Michael Bank: Tom Jones, EFP, Financial Control, Citibank. Contact: Elaine Fitzsimons, Lafferty Conferences, Dublin. Tel: 353 1 718022. Fax: 353 1 718999.

LONDON

**MAY 10-11**  
Promoting L.T. And Business Partnership  
This two day conference explores the approaches to achieving partnership between L.T. and the business, including changes in working practices, L.T. organisation and the development of managers with balanced hybrid skills. Contact: Business Intelligence. Tel: 081 544 1830. Fax: 081 544 9020.

LONDON

**MAY 10 & 11**  
European Securities Markets  
The implementation of the EC's Capital Adequacy and Investment Services Directives, the future structure of European equity and bond markets, the needs of international companies in raising equity and debt finance will be discussed. Enquiries: Financial Times. Tel: 071 614 9770. Fax: 071 873 3975/3969.

LONDON

**MAY 20 & JUNE 8**  
Benchmarking - Organisational Performance & Improvement  
A practical one-day seminar/workshop, led by the authors of the forthcoming Financial Times Business Series book on Benchmarking. Contact: Bill Russell, Services Ltd. Tel: 0602 455285. Fax: 0602 817137.

GLASGOW & LONDON

**MAY 21**  
IADB Conference - Meeting The Investment Needs Of Latin America  
Dr Enrique Iglesias hosts this event sponsored by Canning House, INO Bank, Latin American Newsletter and Bankers Trust. Focus on capital requirements, nature and size of capital flows. Contact: Marc Lee, CityForum. Tel: 0225 466744. Fax: 0225 462903.

LONDON

**MAY 24-25**  
Managing Developments In Accounting & Supervision For Banks & Securities Houses  
Regulators & practitioners will examine the implications of recent UK legislation and EC directives on accounting methods & capital requirements for banks; supervision in the UK and overseas; & accounting for derivatives. In conjunction with the Institute of Chartered Accountants. Contact: Sue Giddins, Euromoney. Tel: 071 779 8830 Fax: 071 779 8835

LONDON

**MAY 24-25**  
Oil & Gas Transport & Security In The Former USSR  
A detailed assessment of the structure, control, economics and politics of the FSU's energy transportation infrastructure (pipelines, railways, waterways, roads). Co-hosted by Transneft, Gazprom and the Kazakh Ministries of Fuel-Energy and of Transport. Contact: Europa Energy Environment. Tel: 071 493 4918; Fax: 071 335 1415.

LONDON

**MAY 25**  
Assistance Schemes For Eastern Europe  
How can your organisation participate in the funding programmes worth over \$3.5bn in 1993. 25th May London PHARE, TACIS, TEMPUS and other schemes explained by EC, BRD and UK officials; plus case studies on how to win contracts/set up joint ventures. For details ring IET, Tel: 071 628 9770. Fax: 071 628 7692.

LONDON

**MAY 25**  
Management Buy-outs  
Management buy-outs planned and executed in the near future will benefit from the most favourable conditions for years. This 10.0 conference, held in association with PricewaterhouseCoopers, will provide practical advice and highlight pitfalls. Enquiries: Director Conferences 071 720 0022

LONDON

**MAY 26/27**  
Interest Rate Risk Management Course  
Day 1: Yield Curve construction and Risk. Basic and Derivative Instruments. Day 2: Risk Models. Hedging Basic Derivative Instruments. Trading Workshop sessions. Venue: Cambridge Science Park, CAMBRIDGE. £245 (1 day only), £595 (both days). Contact: Kathy Page, Brady Financial Seminars. Tel: 071 637 4383. Fax: 071 631 3214.

LONDON

**MAY 27**  
Open Systems: A Critical Review  
This one day conference gives a realistic assessment of their relevance to today's IT strategies. Should every organisation be planning for an open systems environment? If not, what architectures should they be backing? Is there a compelling business argument for backing open systems? Contact: Business Intelligence. Tel: 081 544 1830. Fax: 081 544 9020.

LONDON

**JUNE 2**  
VAT Conference  
A half day conference presented by Ernst & Young designed to provide an update for tax professionals and those responsible for VAT in place, public sector organisations and owner managed businesses. Fee £94. Tel: Becky Brown, 071-931 4554. Email: Young

LONDON

**JUNE 3**  
Introduction to Average Rate Options Course  
Intensive one-day course covering various aspects of Average Rate Options. Market applications, Hedging applications, Valuation Methods, Otsu & Gamma Hedging. Venue: Cambridge Science Park, CAMBRIDGE. £245 (1 day only), £595 (both days). Contact: Kathy Page, Brady Financial Seminars. Tel: (0223) 423250

CAMBRIDGE

**JUNE 7**  
Business Re-engineering: A new role for L.T.  
This one day management conference provides an inclusive guide to the challenges presented to the L.T. function. There will also be opportunities to obtain hands-on experience of some of the new software tools which support business modelling and redesign. Contact: Business Intelligence Tel: 081-544 1830 Fax: 081-544 9020

LONDON

**JUNE 8**  
Contingency Planning In Business, L.T. and Telecommunications  
Learn what prudent measures to adopt in your own contingency planning from those who have had practical experience of physical disasters on their business activities and L.T. facilities. Contact: Digi Channel, 1BC Technical Services Ltd. Tel: 071 637 4383. Fax: 071 631 3214.

LONDON

**JUNE 10**  
The British Economy and Third World Debt  
Speakers include: Barbara Malaya, President, African Development Bank, Susan George, author of The Debt Boom, and Adebayo Adedeji, African Centre for Development and Strategic Studies, John Entwistle, Trinity College, Cambridge Frederick Haller, Managing Director, Morgan Grenfell Group. Contact: Helen O'Connell, One World Action Tel: 071 404 1413

LONDON

**JUNE 15-16**  
International Tax In The EEC and The US  
The conference will focus on the overall position of the European Community, direct and indirect tax harmonisation, VAT, US tax proposals, US transfer pricing methods, the impact of tax treaty developments. Enquiries: Financial Times Tel: 071-614 9770 Fax: 071-873 3975/3969

LONDON

**JUNE 15-16**  
Negotiating for Marketers  
Andrew Gottschalk, one of Europe's top negotiating experts will be leading this intensive symposium with case study support from the Marketing and Finance Directors of Habitat and Satechi & Satechi. Includes planning, strategy and behaviour - locally and Europe, plus negotiating your own rewards. Call John Kohls on Tel: 071 244 8884.

LONDON

**JUNE 17**  
Outsourcing L.T. A Critical Assessment  
This one day conference is designed to help senior L.T. and business managers assess the potential value of outsourcing to their organisations, and identify the factors which contribute to the successful selection and management of such arrangements, including contractual and other practical questions. Contact: Business Intelligence. Tel: 081-544 1830 Fax: 081-544 9020

LONDON

**JUNE 22**  
The 4th Annual Conference On Outsourcing And Facilities Management In L.T.  
Highlights include: the client/supplier relationship, negotiating a contract, service level agreements, the pros and cons of FM, and a case study of outsourcing an IT department within a small organisation. Contact: Digi Channel, 1BC Technical Services Ltd. Tel: 071 637 4383. Fax: 071 631 3214.

LONDON

**JUNE 28 - AUGUST 6**  
The London School of Economics is offering a selection of intensive seminars over three week courses in the fields of Management and International Studies, any of which are highly topical, e.g. Politics of Global Finance, Corporate Finance, CIS and R. Europe, Nationalism, The New Europe and the World Economy. Contact: Nicola Minkin Tel: 071 953 7533 Fax: 071 955 7675.

LONDON

**JUNE 30**  
Business Performance Measurement: The Instruments Of Corporate Change  
A half-day executive seminar on new approaches to management reporting and control. Harvard Business School guru Robert Eccles and senior UK executives explore how to introduce new, cost-effective and 'transparent' indicators into the business planning and reporting process. Contact: Business Intelligence. Tel: 081-544 1830 Fax: 081-544 9020

LONDON

**JUNE 30 - JULY 1**  
EIS 93: Executive Information Systems Conference & Exhibition  
Europe's leading conference on executive and management information systems. Over 20 speakers from major international companies explore key applications including finance, marketing, business planning, quality and customer service. Plus a unique exhibition of all the leading suppliers of EIS. Contact: Business Intelligence. Tel: 081-544 1830 Fax: 081-544 9020

LONDON

**JULY 12**  
Legal Issues Affecting The Farming Industry  
Full briefing on: The CAP reforms; the latest changes in the agricultural law and security issues; using planning legislation to diversify; setting up structures to save on tax; avoiding liability for environmental offences. Contact: Vicki Griffin, IBC Legal Studies and Services Limited. Tel: 071 637 4383. Fax: 071 631 3214.

LONDON

**JULY 13**  
Taxation Of Agricultural & Rural Land  
Hear the latest thinking and explanations on the new inheritance Tax rules; VAT Flat Rate Scheme; dealing with the type of business structure and the proper use of trusts; Capital Gains Tax relief. CONTACT: Vicki Griffin, IBC Legal Studies and Services Limited. Tel: 071-637 4383. Fax: 071-631 3214.

LONDON

**MAY 13 - 14**  
Export Controls In Europe and The United States of America  
High-level speakers will examine the legal situation regarding export controls, the political, strategic, economic potentials, the various political, fiscal interdependencies, changes of the current law, possible future export restrictions. Enquiries: ISCC Tel: +49-228-6483-126 Fax: +49-228-6483-200

BRUSSELS

**MAY**



# MANAGEMENT: THE GROWING BUSINESS

Charles Batchelor continues a monthly series answering questions raised by the single market

## Jumping the EC fences

In a Nutshell

### Your spouse to the rescue

Many small business owners depend on a supportive wife or husband.

Recognition of the important role a spouse can play in business success has come with the launch of a pilot European Community scheme entitled Spouses in Business.

Experimental courses will be run this month in Britain, by Gloucestershire Training and Enterprise Council, and in Denmark. The results of the two schemes will be compared for possible extension of the programme to other EC countries.

Spouses will be taught the basics of financial control, sales and marketing and leadership skills and given guidance on legal issues and dealing with accountants.

The course will also advise on the interpersonal skills needed by working couples. Twelve people have been selected to take part in the first, free, course.

Gloucestershire TEC, Conway House, 35-35 Worcester Street, Gloucester GL1 3AJ. Tel. 0452 524433.

### A better way to calculate PAYE

Calculating PAYE returns for employees is a chore for small business owners and carries the risk that mistakes can lead to the imposition of penalties and interest charges. A frequent area of confusion is which non-salary benefits should be included in the total for gross pay.

A handy guide to which items should be included in payroll calculations and which should be left out has been compiled by accountants Blick Rothenberg.

It covers items such as vouchers, season tickets, private medical schemes, club membership and home telephones.

Tel. 071 496 0111. One page. Free.

The Growing Business page's Single Market Q&A series is intended to allow readers to raise issues prompted by the formal launch of the single European market on January 1 1993.

If economic recovery in the UK continues British companies should once again be able to turn their thoughts to expansion and opportunities in continental Europe. To judge by the response to the first Q&A feature (on March 9) there is also a keen interest among readers outside the community.

### Illegal barriers to EC trade

Q: I have encountered what I believe to be non-tariff barriers in selling to Italy. Is there an organisation that can assist companies who experience these problems in trading with another member state?

A: In the UK the Single Market Compliance Unit (SMCU), at the Department of Trade and Industry, advises and assists UK companies experiencing illegal barriers to trade in other member states of the community.

These may be breaches of the Treaty of Rome or non-compliance with single market measures by other member states. This is of particular value to smaller companies with limited resources.

Where a company, individual or organisation meets a problem, because it has a legal basis for complaint and has evidence to support it, the SMCU will review the case and advise on the best way to resolve it.

Assuming a legal basis for complaint is found, the UK government will usually take up the case with the member state concerned. However, it can take many months to resolve problems and patience will be necessary.

A company may also wish to raise the matter with the European Commission, particularly if a direct approach to the country concerned is not working. The SMCU can advise companies preparing a case for the commission. The commission will carry out its own investigation and if it finds evidence of a breach of EC law it may issue infringement proceedings against the member state concerned. This may result in the case being

brought before the European Court of Justice.

### Public contract procedures

Q: I would like more information on the procedures for public contracts mentioned in last month's Q&A article. Is the negotiated procedure whereby contracting authorities only consult contractors of their choice, not anti-competitive?

A: There are three procedures in use: open, restricted and negotiated. If an open procedure is used by the contracting authority anyone may tender. The open procedure may be used for the purchase of works, supplies and services.

Under the restricted procedure anyone may apply to be considered. The purchaser selects suitable suppliers from those who have expressed an interest in a contract advertised in the Supplement to the Official Journal and invites them to tender. Under the negotiated procedure, direct discussions take place between the contracting authority and one or more suppliers or contractors of its choice. This procedure is not intended to be anti-competitive but to be practical and to shorten lengthy procedures.

The negotiated procedure, with no prior publication in the Supplement to the Official Journal, may be used when:

● no tenders are received under an open or restricted procedure;

● there are technical or artistic reasons for choosing a particular supplier or a particular supplier has exclusive rights to the product or service needed;

● there is extreme urgency resulting from unforeseeable events.

Where supplies of a product are concerned the negotiated procedure may be used when:

● goods are for research and development purposes only;

● additional deliveries are sought from a particular supplier because of the need for compatibility with existing goods or for technical reasons.

Where public works are concerned the negotiated procedure may be used when:

● additional works cannot be separated from a main contract or are strictly necessary to its later stages; or

● under certain specified circumstances, where a previous works



contract is repeated. In addition, the negotiated procedure, with prior publication in the Supplement to the Official Journal, may be used for works contracts where:

● tenders under an open or restricted procedure were irregular or unacceptable;

● the nature of the work makes it difficult to calculate the overall price at the outset.

### Opening outlets in Germany

Q: I am a supplier of hairdressing products and equipment and am looking to open an outlet in Germany. How do I go about this?

A: If Germany is a new market for your company we suggest that you select a region where you would like to start and then consult the local chamber of commerce for information about appropriate local distributors. In Germany hairdressing supplies and equipment are normally sold to chemists and hairdressing salons served by regional wholesale distributors.

It is often a good idea to invite the distributor to inspect your offices and products and then ask him to prepare a report on the market potential, regulations and the competition in his area. This can lead to a distribution agreement (where the distributor becomes the sole purchaser of your products in his area in order to sell them on to

his customers) or to an agency agreement (where the agent procures sales on your behalf and receives a commission). It is probably better to explore these routes before making costly commitments in setting up a local subsidiary or a branch. Your choice will also depend on your long-term strategy.

If you already sell in Germany but want to establish a local presence to increase sales you may want to set up your own organisation locally. This will involve setting up a local company, probably a private company known as a GmbH or a branch (Zweig Niederlassung). A subsidiary will require its own capital and is a legal entity in its own right, with limited liability.

A branch is merely an extension of the company abroad and has no separate legal identity. From an accounting and tax point of view, however, there is little difference.

### Travel insurance in the Netherlands

Q: I recently bought an air ticket in Amsterdam for a client in another country but was told I could only insure against loss if I was a resident or national in the Netherlands. Is this true?

A: There is no national legislation in the Netherlands stipulating that non-residents or nationals are excluded from taking out an insurance policy. Neither are there any legal constraints on the opening of

bank accounts by non-residents. However, travel insurance companies have no legal obligation to sell an insurance policy and may refuse a request from an individual or company which they consider represents an increased risk.

Some of the smaller companies will not accept non-resident customers because of the increased administrative burden. Larger companies, however, are normally prepared to do business with both residents and non-residents. Since there is no existing or proposed EC legislation in this specific area the regulations may vary from country to country.

### Recycling computer equipment

Q: Is there any EC legislation governing the recycling of computer equipment in the EC?

A: At the moment there is no EC legislation specifically governing the recycling of computer equipment. However, the commission has defined general policy goals for the recycling of waste for re-use as raw materials or energy, the prevention of waste generation and the safe and orderly development of the waste disposal industry.

The guiding principle behind the community's waste programme is that the disposal of waste is carried out to the highest possible level of protection for the environment and for health.

With this in mind, the commission has developed a plan for the prevention of pollution from waste known as the Community Waste Management Strategy. This is set out in a Commission Communication (SEC(89) 934). Emphasis is placed on waste prevention and then on recycling, re-use and the "optimisation" of waste which is disposed of when not re-used.

If you have any queries relating to doing business in Europe or to the changes brought about by the creation of the single European market please write to: Charles Batchelor, Single Market Q&A, Number One, Southwark Bridge, London SE1 9HL, or fax 071 873 3933. This feature has been compiled with the assistance of the European Information Centre of the London Chamber of Commerce.

## Small fry on big shelves

Small food producers and big supermarket chains could both benefit from closer co-operation.

But the small companies must gear up to meet the supermarket's quality and delivery requirements while the retailers must make themselves more accessible to small suppliers.

Achieving these objectives lies behind a food industry initiative being managed by Strathclyde University.

It aims to help small regional suppliers win more shelf space in the big supermarkets. The initiative includes regional meetings between small suppliers and supermarket buyers and seminars to spread good practice.

New information technology and scanning systems mean that it is now easier for large multiples to put products on sale in a small number of stores.

Like most sectors of the economy the food processing industry is mostly made up of a large number of small enterprises and a few large firms, according to a report\* by the Strathclyde Food Project team.

These companies are often unable to supply products consistently and on time for national distribution and have problems communicating with the headquarters of large retailers. They are often undercapitalised and lack access to product-testing facilities.

However, they have a number of strengths including an innovative approach to new products and product processing, product specialisation and a knowledge of their local markets.

To benefit from using more small suppliers, supermarkets may need to establish a small business desk to oversee contacts with new or small suppliers or appoint a liaison officer to deal with contacts, the report suggests.

As part of the initiative the project team is keen to increase awareness among business support organisations of the problems of small food producers.

\*The Strathclyde Food Project, Action Plan for the Development of Retail Sales Opportunities for Regional Suppliers, Department of Marketing, Strathclyde University, Glasgow, G4 0RQ. Tel. 041 532 4400. 39 pages. £25.

CB

### BUSINESS OPPORTUNITIES

READERS ARE RECOMMENDED TO SEEK APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS

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Tested new FAST FOOD venture seeks £200k equity investment to OR immediate local opportunities in very difficult circumstances. Established multinational supplier. Confidential. Business Plan available. Principals only.

Write Box B1001, The Financial Times, One Southwark Bridge, London SE1 9HL.

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Full details & addresses in monthly report VCA (see 1978) features 180 businesses for sale for trial 0491 579999 Fax 579625

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Offshore Company Formation and Administration. Also Liberia, Panama & BVI etc Total offshore facilities and services.

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#### PRIVATE CLIENT STOCKBROKER

Small individual stockbroker with minimal capex ratio looking to expand with progressive firm on a commission share basis. Have own portfolio of clients plus new client base for derivatives. Require efficient admin. centre to achieve volume business.

Box No. A4963, Financial Times, One Southwark Bridge, London SE1 9HL.

#### BUSINESS ADVISOR req by National Co for Business/Project Development.

Must prove previous achievements in General Management, Marketing and/or Accountancy. CV to MD, ASC Group, 24 Red Lion Street, London WC1R 4SA. Tel 071 831 1138.

#### BUSINESS OPPORTUNITIES in the Middle East/Morocco for selling products

Companies manufacturing various IPR and/or patents: looking to expand operations and market them successfully. We are a major multinational company looking for diversification opportunities to enhance our current portfolio. In first instance send details or brochure to: Box A4965, Financial Times, One Southwark Bridge, London SE1 9HL.

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#### COURT OF CAGLIARI: NOTICE OF AUCTION

Execution no. 45/88 versus EDISAC Immobiliare Srl. On 17th June 1993 at 11:30 a.m. the auction sale of the building described herewith will take place: Tourist complex in Villasimius, Capo Boi, consisting of 40 accommodation units with various appointments, registered at the Land Registry office under F19 maps 33, 35, 10, 32/B, 69/S, 69/L, 69/I/8. Base price: Lit. 4,000,000,000. Minimum progressive bid: Lit. 500,000,000. Deposits and fees: 30% of base price to the Court's office by 14th June 1993, at 1:00 p.m. Residual amount to be paid within 30 days from adjudication in compliance with the Consolidation Act regulations on mortgage credit.

DIRECTOR'S COURT E. MENEGUZZI

### CONTRACTS & TENDERS

#### UNITED BUS COMPANY OF ZAMBIA LIMITED

##### INVITATION TO FINANCE THE PURCHASE OF 500 BUSES

The United Bus Company of Zambia Limited, conveyer of passengers commissioned a group of experts to study the current operations of UBZ with its existing fleet of buses and to make recommendations as to how best and viably UBZ can service the comprehensive route network in the country to the satisfaction of its passengers.

The experts came up with a comprehensive 'Business Plan' in which among many other recommendations the following were made:

1. Highlights
  - (a) That in order of UBZ to fully satisfy the current and expected demand for passenger transport it is imperative that UBZ immediately acquire 500 buses.
  - (b) That the acquisition of these 500 buses be funded by any willing financial institution and business houses.
  - (c) That the Government of the Republic of Zambia be the guarantor of the entire financial package on terms and conditions as shall mutually be agreed.
  - (d) That in accordance with the company's standardisation programme, three makes of buses be bought viz. Renault buses, AVM (DAF) buses and TATA buses.

Please contact the under mentioned for full details.

##### 2. Government Reaction To The Recommendations

All the foregoing recommendations have been accepted by the government of the Republic of Zambia.

##### 3. Board of Directors of UBZ

The Board of UBZ Limited has accepted the recommendations and endorsed the company's business plan.

##### 4. Invitation To Finance

In view of the foregoing, the United Bus Company of Zambia invites all interested parties to tender for the financing of 500 buses.

##### 5. Eligibility

Open to all banking institutions, financial houses of any established business entities.

##### 6. Mode of Tenders

One or two or several tenderers may opt to jointly or severally finance the said buses.

For purposes of this tender, they shall be deemed to be one in the case of a joint financial agreement.

##### 7. Please forward your terms and conditions in sealed tenders to the office of the Managing Director, United Bus Company of Zambia Limited, P.O. Box 32404, Lusaka, Zambia. Tel: 244043, FAX: 240888.

Closing date will be Tuesday, 25th May, 1993 at 15:00 hours.

R M CHOMBA, MANAGING DIRECTOR

#### COURT OF CAGLIARI: NOTICE OF AUCTION

Execution no. 71/89 versus SUZO SARDA Spa with main office in Cagliari. On 17th June 1993 at 11:30 a.m. the auction sale of the building described herewith will take place: Hotel complex named Hotel Capo Boi in Villasimius, Capo Boi, registered at the Land Registry office under F 19 maps 31/a, 32/a, 34, 50, 51, 68/a, 69/1/2 and 101; subject to onerous charges. Base price: Lit. 16,000,000,000. Minimum progressive bid: Lit. 4,000,000,000. Deposits and fees: 30% of base price to the Court's office by 14th June 1993, at 1:00 p.m. Residual amount to be paid within 30 days from adjudication in compliance with the Consolidation Act regulations on mortgage credit.

DIRECTOR'S COURT E. MENEGUZZI

### COMPANY NOTICES

#### FRIENDS PROVIDENT

##### NOTICE OF MEETING

NOTICE IS HEREBY GIVEN that the 160th ANNUAL GENERAL MEETING OF FRIENDS PROVIDENT LIFE OFFICE will be held at GLAZIERS HALL, 9 MONTAGUE CLOSE, LONDON BRIDGE, LONDON, SE1 9DD, ON WEDNESDAY 26th MAY 1993 at 2.30p.m. to transact the following business:

- (1) To receive the Accounts and Balance Sheet for the year ended 31st December 1992 and the Reports of the Directors and Auditors thereon.
- (2) To re-elect as Directors of the Office the following Directors, who retire by rotation:

Peter Silverster Sir Anthony Touche Bt.  
John Whitney Lyn Wilson

- (3) To elect the following Directors who have been appointed since the last Annual General Meeting:

Oluf von Lowzow Keith Satchell

- (4) To re-appoint Price Waterhouse as the auditors to the Office and to authorise the Directors to fix their remuneration.

By Order of the Directors,  
B.W. SWEETLAND, Secretary

4th May 1993  
Friends Provident Life Office,  
Pisham End,  
Dorking, Surrey, RH4 1QA

##### NOTES

- (a) A Member is entitled to appoint another person (who need not be a Member) to attend the above meeting and vote instead of him.

- (b) To be valid the instrument appointing a proxy, which should be as near to the form set out in rule 30 of the Rules of the Office as circumstances admit, and the power of attorney or other authority (if any) under which it is signed, or a notarially certified copy of that power or authority, must be deposited at Pisham End, Dorking, Surrey, RH4 1QA, not less than forty-eight hours before the time fixed for holding the meeting, or adjourned meeting, or, in the case of a poll, not less than twenty-four hours before the time appointed for the taking of the poll.

- (c) Proxy forms may be obtained on application to the Secretary.

- (d) Members intending to attend and vote personally at the meeting should be prepared to quote their policy numbers.

- (e) Only Members are entitled to vote. Certain policyholders are not Members. If a policyholder who is not also a Member completes and returns a form of proxy, it will not be counted.

- (f) Members have one vote each irrespective of the number of policies held.

- (g) Members are entitled, on application to the Secretary, to receive a copy of the Report and Accounts.

### BUSINESS OPPORTUNITIES

#### U.K. (LONDON) IMPORTING CO. P.L.C.

Seeks the services of a consultant able to introduce low cost factories supplying ladies clothing to the U.K. Please send brief details of services that can be made available to us.

Write to Box A4978, Financial Times, One Southwark Bridge, London SE1 9HL.



BUSINESSES FOR SALE

GREEK EXPORTS S.A.  
DENATIONALIZATION  
ANNOUNCEMENT OF PUBLIC TENDERS FOR THE HIGHEST BID FOR THE COMPANIES OF THE FORMER PIRAIKI-PATRAIKI GROUP

GREEK EXPORTS S.A. established in Athens at 17 Panepistimiou St. and legally represented, in its capacity as liquidator, in accordance with article 46a of Law 1892/90, as supplemented by article 14 of Law 2000/91 and following Decision No. 289/13.4.93 of the Board of Directors of the L.R.O.

ANNOUNCES

Repeat Public Tenders for the Highest Bid with sealed, binding offers for the sale, as a whole, of the assets of each of the following companies under liquidation:

1. PIRAIKI-PATRAIKI SYROS SPINNING MILL S.A. registered in Syros and engaged in the production of yarns (cotton and mixed polyester and cotton). It has 24 Ring machines with 8,392 spindles. The factory is in the Euthymon area of Emvoulas, Syros, on a self-owned plot of 5,726m<sup>2</sup>.
2. PIRAIKI-PATRAIKI SAMOS SPINNING MILL S.A., registered in Samos, and producing combed cotton yarns with 40 Ring machines and 24,480 spindles in a factory with an area of 12,626m<sup>2</sup> in the Varella area of the Community of Vathia on a plot of land of 184,474m<sup>2</sup>.
3. PIRAIKI-PATRAIKI CHALKIDA WEAVING MILL S.A. registered in Chalkida and producing unbleached cotton fabrics. It is considered to be one of the largest in Greece in terms of looms with 182 SULZER 153 looms and 88 SULZER 110 looms. The factory, of 104,248m<sup>2</sup> in volume is in the Vrontou area of Chalkida (within the town plan) on a plot of 42,882m<sup>2</sup> in area.

TERMS OF THE TENDER

1. In General: The Public Tenders for the Highest Bid will be conducted in accordance with the provisions of article 46a of Law 1892/90 and the terms contained in the present announcement. The submission of a binding offer signifies the unreserved acceptance of all terms.
2. Offering Memorandum: Interested parties are invited to receive, from 12.5.93 onwards, the informative offering memorandum which contains a detailed analysis of the company's assets for sale.
3. Binding Offers: In order to take part in the tender, interested parties must submit sealed, written, binding offers up to 11 a.m. on Wednesday, 28th May 1993 to the following notaries:  
a. For P-F SYROS S.A.: Evangelia G. Sofikidou, 13 Eum. Roidi St. (First Floor), Syros, Tel. 30-281-24439 and 26599.  
b. For P-F SAMOS S.A.: Ioannis N. Kiranis, Vathy, Samos.  
c. For P-F CHALKIDA S.A.: Ioannis E. Geroyannis, 22 Venizelou St., Chalkida, Tel. 30-221-23343.
4. Letter of Guarantee: Each offer will be accompanied by a letter of guarantee from a bank legally operating in Greece and valid for at least three months (based on the specimen contained in the offering memorandum) to the amount of 50 million drachmas for each of the above-mentioned companies. Offers unaccompanied by a letter of guarantee will not be considered.
5. Submission procedure: Offers, together with the letter of guarantee, must be submitted in a sealed, opaque envelope, either in person or by a legally authorised person.
6. The bids will be unsealed by the notaries mentioned in para. 3, in their offices, at 12 noon on 28th May 1993. Persons who have submitted a binding offer in time are entitled to be present at the unsealing and to sign the relevant minutes of the unsealing and to sign the relevant minutes of the unsealing.
7. The highest bidder is considered to be the one whose bid was evaluated and proposed by the liquidator and approved by the creditors who represent more than 51% of the claims against the companies (hereinafter: "the Creditors"), in their absolute judgment, as being in the best interests of the company's Creditors. It is to be noted that where payments by instalment are concerned, present values will be taken into account in evaluating the bids; to be calculated at an annual interest rate of 22% with annual compound interest.
8. The liquidator will notify the highest bidders in writing, stating the time and place at which they must be present to sign the relative contract for the transfer of the assets, according to the terms of their offers and any other improved terms suggested by the Creditors and agreed by the highest bidders. In the event that the person to whom the assets for sale have been adjudicated fails in his obligation to come and sign, within thirty (30) days from being invited to do so by the liquidating company, the relative contract and abide by the obligations accruing from the present announcement, then the deposited guarantee is forfeited in favour of the liquidating company, GREEK EXPORTS S.A. in order to cover whatever expenses, time spent and any actual or hypothetical loss sustained, without any obligation to account for it, or, also, GREEK EXPORTS S.A. has the additional right to consider that the guarantee was forfeited to it as a penalty clause, in which case again it has the right to retain the guarantee or collect it from the guarantor bank.
9. All expenses and expenditures of any kind for participation in the tender, and transfer expenses, are to be borne exclusively by the interested buyers and the highest bidder, whichever the case. The VAT charge for the transfer of movable assets will be paid by the buyer.
10. The liquidator and the Creditors have no liability or obligation towards participants in the tender for the evaluation of the bids, the adjudication to the highest bidder, the decision to repeat or to cancel the tender and generally for any other decision regarding the procedure or conduct of the tender. Also, the liquidator and the notaries are not responsible for any actual or legal faults in the assets for sale. The submission of binding offers does not constitute an adjudication right for the sale and in general, participants in the tender do not acquire any right, claim or demand from the present announcement or from their participation in the tender against the liquidator or the Creditors for any reason or cause.
11. The present announcement was drawn up in Greek and translated into English. In any eventuality, the Greek version will prevail.

Interested buyers, after completion of the sale, will not have the right to use, in any way, the company name of PIRAIKI-PATRAIKI. The PIRAIKI-PATRAIKI trade mark will remain as an asset of the PIRAIKI-PATRAIKI COTTON INDUSTRY S.A.

For additional information, interested parties may apply to: GREEK EXPORTS S.A., 17 Panepistimiou Street, Athens, Tel. 30-1-324.3111-5 Fax: 30-1-323.9185 and to the INDUSTRIAL RECONSTRUCTION ORGANISATION (IRO) S.A. 234 Syngrou Ave., 176 72 Athens, Tel. 30-1-956.4300 Fax: 30-1-956.8788 and 956.3285

Athens, 4th May 1993

BH-F  
British Hartford - Fairmont Ltd  
BH-F (Engineering) Ltd

The Joint Administrative Receivers, offer for sale, as a going concern, the business and assets of the above companies which design and manufacture glass conditioning equipment for the glass container, tubeware and tubing industries worldwide.

Principal features of the businesses include:

- major export sales, supported by sales offices in Prague and Tianjin (China) and a network of experienced agents worldwide
- annual turnover of £5m
- 60 full-time employees
- 44,000 sq ft long leasehold factory and offices, located in Oxfordshire
- US subsidiary based in Toledo, Ohio, with turnover of \$7.5m; complementary design and manufacture of process control systems

For further information please contact J M Iredale FCA, Joint Administrative Receiver of Coopers & Lybrand, 9 Grosvenor Road, Reading, Berkshire RG1 1JG. Telephone: (0734) 587111. Fax: (0734) 807703.

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Coopers & Lybrand Solutions for Business

HIGH QUALITY REFRACTORIES MANUFACTURER AND MINERALS PROCESSOR

D&F Refractories Limited

The Joint Administrative Receivers, D J Stokes and RBM Graham, offer for sale the business and assets of this well established high quality refractories manufacturer and minerals processor.

Principal features of the business include:

- established customer base serving steel, glass cement and other major industries
- wide product range and reputation built up over 100 years
- turnover in excess of \$10m per annum with substantial export markets
- forward order book in excess of \$1.5m
- BS 5750 part 2 Quality Assurance accredited
- flexible and experienced workforce and management team
- centrally situated in the High Peak National Park, Derbyshire.

For further information, please write to David Stokes, Joint Administrative Receiver, Coopers & Lybrand, 1 East Parade, Sheffield S1 2ET. Telephone: (0742) 729141. Fax: (0742) 598202.

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Coopers & Lybrand Solutions for Business

Printing Ink Facility

IRISH PRINTING INK COMPANY LIMITED (In Liquidation)

For sale, the business and assets associated with the liquid and oil based inks manufacturing facility of the company, situated at Swords, Co. Dublin, Ireland. The plant and machinery includes Dyno Mill and Buhler Mills, a Cox Hydraulic Triple Roll Mill, Torrance Cavitation Mixers, Silverson and Micro Flows, a range of Mixing Vessels and Laboratory equipment.

Buildings which are freehold comprise c. 9,975 sq. ft. of factory, warehouse and offices on a site of 7.5 acres.

The company has a unique and extensive library of ink formulations.

A skilled labour force is available.

ENQUIRIES TO: THE LIQUIDATOR:

David R. Deasy, F.C.A., Ddeloitte & Touche, Chartered Accountants, Deloitte & Touche House, Earlsfort Terrace, Dublin 2, Ireland. Telephone: 353-1-4754433. Fax: 353-1-4756622.

Deloitte & Touche

Chartered Accountants

Cartographic Reproduction Business

The Joint Administrative Receivers E V L Blackwell and R Hocking offer for sale the business and assets of this well established company.

- Turnover £722,083 for the year ended 31 December 1992
- Situated at leasehold premises in Berkshire
- Large customer base located in UK and overseas

For further information please contact Eddie Blackwell or Martha Thompson, Stoy Hayward, 74 South Street, Reading, Berkshire RG1 4RA. Tel: 0734 585466 Fax: 0734 567782. Ref: MT/SS.55.

STOY HAYWARD

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Sale of WESTLINK (Stanwell Buses Limited)

An opportunity to acquire the shareholding of a subsidiary company of London Buses Limited.

Westlink provides local bus services in south west London and Surrey:

- Over 3 million scheduled miles per annum covering a range of contracted and commercial services over 25 routes
- Annual turnover in excess of £5 million
- Fleet of 118 vehicles
- Leasehold bus depots in Hounslow and Kingston
- Approximately 200 employees

Potential bidders wishing to receive copies of the Information Memorandum relating to the sale should contact:

Tim Martin Barclays de Zoete Wedd Limited Ebbsay House 2 Swan Lane London EC4R 3TS Tel: 071 623 2323

BARCLAYS DE ZOETE WEDD LIMITED

Issued by Barclays de Zoete Wedd Limited, a member of BSA and financial adviser to London Buses Limited in connection with the sale of Stanwell Buses Limited. This advertisement does not, and is not intended to, constitute an offer for sale or an invitation to purchase, or otherwise acquire, any

THE LAKESIDE HOTEL Northumberland

The Joint Administrative Receivers of Northumbria Hotels Limited, Lynn M Houghton and Jeffrey P Carson offer for sale as a going concern "The Lakeside Hotel" a modern 28 bedroom hotel in south eastern Northumberland.

- 125 year lease, peppercorn rent - £1 per annum
- Built August 1990
- Attractive country park location
- Public bar, function suite, health club, restaurant and 20 letting bedrooms
- Turnover £650,000 per annum - scope for improvement

For further information, please contact: Lynn Houghton or Neal Linswood at BDO Binder Hamlyn, 21 Queen Street, Leeds LS1 2TW. Tel: 0532 402244 Fax: 0532 422938

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Send inquiries to Fax # 404 363 9797 (USA)

Aircraft Tooling Manufacturer

C.B. Corporation Ltd is approved by the major engine makers to supply maintenance tooling. 90% of turnover is exported to major airlines. The business offered for sale by the Administrative Receivers comprises:

- Skilled work force
- Freehold factory (9,730 sq. ft.)
- Current order book £1.3m
- Annual Turnover £2m

For further information contact the Joint Administrative Receiver, Peter Piliot, KPMG Peat Marwick, 15 Pembroke Road, Bristol BS8 3BG. Tel: 0272 464000 Fax: 0272 464058.

KPMG Corporate Recovery

FOR SALE

Italian Software and Service Company

(mainframe, mini and PC) Strong position in the banking and private field. Annual sales USD 7.5 m; 8% pretax profit. Order backlog: one year; excellent customer base. Software service contracts remaining life average 4 years. Strong sales organisation covering all Italy. Highly motivated and skilled workforce. Ideal investment for hard- or software-manufacturer, planning to enter Italian market.

For further information please contact Mr. B Meyer Zanocchi M&A, CH-Lucerne/Basle Tel: +41 41 95 42 80 Fax: +41 41 95 42 84

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Due to impending retirement long established profitable WAREHOUSING & TRANSPORT company based in the NORTH WEST. The company owns over 100,000 sq ft of modern purpose built warehousing with a blue chip customer base. SUBSTANTIAL OFFERS INVITED Write to: Box B1827, The Financial Times, One Southwark Bridge, London SE1 9EL

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FOR SALE

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Please write to: Charterhouse, 154/156 College Rd, Harrow, Middx HA1 1BL

£1.1M T/O Company

operating in the growing market of electrical access control systems, considerable potential. Guide Price £200K Principals only please to Box No. B1836, Financial Times, One Southwark Bridge, London SE1 9EL

AUCTIONS

AUCTION NEWS -

The National Weekly Guide to Industrial & Commercial Auctions. Details from A.N.S. Tel: 0332-951300 Fax: 0332-951300 For National Auction Listing call DIAL-A-FAX on 0336-413 705 from a fax machine & press start. (Costs 36p/min, cheap rates, 48p/min. other times approx. 5 mins)

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BUSINESSES FOR SALE

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## CONSTRUCTION CONTRACTS

## Building US healthcare facilities

Two power station projects worth £29m have been won by JOHN MOWLEM CONSTRUCTION. The Bromborough, Wirral office has been awarded a contract for the Peel 'B' power station, Isle of Man, by the Manx Electricity Authority.

The turnkey contract, worth over £19m, is for the design and construction of a diesel-engine power station which will eventually replace the Peel 'A' station now approaching the end of its useful life.

A £10m contract to provide the main civil engineering works for National Power's new combined cycle gas turbine power station on Deeside in north Wales has been awarded to Mowlem Civil Engineering, a division of John Mowlem Construction.

Being undertaken for main contractor NEI ABB Gas Turbines, the work comprises heavy foundations for the gas turbines and cooling towers, an elevated platform table for the steam turbine and the construction of steel-framed metal-clad buildings.

## Simons busy

SIMONS CONSTRUCTION has been awarded new orders totalling more than £23m. The contracts are largely for existing clients and include Asda, Safeway, Granada, McDonald's and Texas Homecare, as well as B&Q.

## Airport plan

FRANKLIN & ANDREWS has been appointed by Cathay Pacific Airways as quantity surveyors on the construction of new CIP (commercial important persons) lounges at Kai Tak Airport, Hong Kong.

The scope of services includes full pre and post contract quantity surveying services on the whole development.

The fast-track project, which is valued at HK\$70m (£5.9m), involves the construction of a single-storey building which will contain nine new CIP lounges for different airline companies which will be built on top of the existing airport terminal.



An artist's impression of the proposed Nalle Clinic at The Presbyterian Hospital in Charlotte

McDEVITT STREET BOVIS INC, one of the Bovis Construction Group's three US subsidiaries, is building a particular reputation in the healthcare sector. Its latest success is a US\$30m (£19.3m) contract for a 235,000 sq ft, eight-storey medical office building with an adjacent 1,500 space car parking deck in its home town of Charlotte, North Carolina.

The client is Presbyterian Hospital on behalf of the Nalle Clinic, a local group of 85 multi-disciplined doctors. Pre-construction work is already under way with the 14-month building programme due to begin next year.

Adding the Nalle Clinic to its list of on-going healthcare contracts gives MSB four projects for Presbyterian totalling some US\$70m (£45m).

The company's penetration of the healthcare market has been increased by winning a

medical office park in West Volusia, near Orlando in Florida, and a contract for additions and renovations to Titus County Memorial Hospital in Mount Pleasant, Texas.

In Cheverly, Maryland, MSB has won a contract to build an ambulatory services pavilion for Prince George's County Hospital. The 56,240 sq ft building will house surgical suites with outpatient, intensive care and research facilities.

People without jobs and who live within the regeneration area of the city, which covers a five mile radius, will be selected by Job Match, and trained in such skills as bricklaying, plumbing, painting, electrical installation, and clerical administration as the centre is built.

Under the scheme, which has the character of a pilot scheme, trainees will be paid out of public funds.

The expectation is that course members will be trained up to national vocation qualification part two standard. The hope is that after the scheme they will be fully qualified to work on other construction projects.

The three-storey centre will boast training and advisory facilities, as well as a restaurant, crèche, conference hall and administrative offices at ground level.

Hotel-style en suite rooms will provide residential accommodation on the upper two floors.

## Tarmac to promote pioneering scheme

TARMAC intends to train unemployed people in building skills while constructing a training advice centre at Middlesbrough. The centre is designed expressly to teach new trades to people who are out of work.

The commitment to take people from the dole queue and to retrain them to work in the building industry is a condition of the £3.5m contract awarded to Tarmac Construction.

The build-and-train scheme has been agreed between Tarmac and a consortium of the Department of Employment's Job Match, Middlesbrough City Challenge and Middlesbrough Borough Council using "inner city" regeneration funds from the Government and Enterprise Commission.

The year-long building programme, taking up to 30 trainees, starts this month.

The training advice development centre at Berwick Hills, Middlesbrough, will be built for TAD, a company which has been formed by the Borough Council and Middlesbrough Training Economic Council.

Paul Allaire, chairman of Xerox Corporation, and John Young, retired president and chief executive of Hewlett-Packard, have joined SmithKline Beecham, the Anglo-American drugs and consumer products group, as non-executive directors.

Allaire, 54, who has been chairman of Xerox since 1991, is also non-executive director of Sara Lee, the Chicago-based consumer products company, and Fuji Xerox Company.

Young, 60, retired as chief executive of Hewlett-Packard last year. He remains a non-executive director of the company, as well as of Chevron, the fourth largest US oil company, and Wells Fargo Company, the American bank.

They replace Ralph Pfeiffer, a non-executive since 1989,

## Ford jumps ship from P&amp;O

One of Lord Sterling's key lieutenants has decided to jump ship. Peter Ford, 54, who joined Jeffrey Sterling's Sterling Guarantee Trust in 1970, has resigned as an executive director of The Peninsular and Oriental Steam Navigation Company.

Ford is one of a small group of senior executives who followed Sterling around as he expanded out of the property business and took control of P&O. Ford, who has a Harvard MBA and has worked for McKinsey & Co, was appointed to the P&O board in February 1985 following its merger with Sterling Guarantee Trust.

During his time with Sterling he came to prominence as the chairman of P&O European Ferries during the strike. But

he has done several other jobs including looking after the group's shopping and exhibition centres.

Most recently, Ford has been in charge of P&O's industrial services businesses, a large part of which were sold to Granada last month. Rather than move to another part of the P&O empire, Ford has decided that he would like to pursue his own interests outside the group. He is a past chairman of the Sheffield Business School.

William Boulton, chief executive, plant services, is to take early retirement from BET as from June 30.

TC Harvey, 74, a former private secretary to Queen Elizabeth the Queen Mother,

has resigned as a director of Great Portland Estates. He was a partner in Mullens & Co, the government broker, until 1978 and joined the Great Portland board in 1982.

Michael Willis, president, ceo and founder of Talent Tree Personnel Services, a subsidiary of BET, has resigned.

David Clifton has retired from CRODA INTERNATIONAL.

David Porter has retired from JOHN MOWLEM.

David Hine has taken early retirement from BRITISH VITA.

Peter Jordan has retired from NORCROS.

Philip Pinnegar has resigned from CAPITAL RADIO.

Joining the tiny band - now three - of female trade union general secretaries from today is Judy McKnight, who becomes leader of the 7,000-strong National Association of Probation Officers. She succeeds Bill Beaumont who did the job for seven years.

McKnight has made her career in public sector unions; her last job was as assistant general secretary at the National Union of Civil and Public Servants. Before that, she worked for the Civil and Public Service Association.

Patricia Tindale, an architect and retired civil servant, has been appointed to the council of the British Board of Agreement, the quango that encourages innovation in the construction industry by assessing and certifying materials, components and systems.

Tindale, 67, trained as an architect at the Architectural Association. As a civil servant, she worked in the Welsh Office, Ministry of Education and the Ministry of Housing and Local Government. When the latter was merged into the

Department of the Environment, Tindale was successively in charge of building regulations and housing development. Later director of the Central Unit of the Built Environment, she ended her civil service career as the department's Chief Architect.

The first woman to serve on the Agreement Board's council, Tindale currently chairs the NBS/RIBA (National House Builders Council/Royal Institute of British Architects) Housing Design Awards Committee, and is a trustee of the Building Conservation Trust.

## Non-executive directors

Paul Allaire, chairman of Xerox Corporation, and John Young, retired president and chief executive of Hewlett-Packard, have joined SmithKline Beecham, the Anglo-American drugs and consumer products group, as non-executive directors.

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They replace Ralph Pfeiffer, a non-executive since 1989,

Pfeiffer, 65, was a director of SmithKline Beecham since 1980. He remains a non-executive director of the Royal Bank of Canada and Campbell Soup Company. He was also chairman and chief executive officer, IBM World Trade Americas/Far East Corp.

Sir Frank Layfield (below), inspector of the inquiry into the Sizewell B power station and former chairman of the



inquiry into the Greater London Development Plan, as chairman of PUFFIN OIL.

Graeme Seabrook, soon to depart as md and chief executive, will remain on the board of KWIK-SAVE; Derek Cook, recently retired deputy chairman and group md of Pilkington, also at KWIK-SAVE.

Stephen Jarislowsky, president of Jarislowsky, Fraser & Company, has accepted an invitation by the independent directors of The Telegraph to serve on the board of SOUTHAM; the aggregate holdings of his company's various clients currently represent about 8 per cent of Southam's issued stock.

Percy Hawtin has retired from HAWTIN.

Alexander Waterkeyn has retired from MORE O'FERRALL.

Robert Louis-Dreyfus at SAATCHI & SAATCHI.

## Hong Kong housing development

GAMMON CONSTRUCTION, the Hong Kong-based company jointly owned by Trafalgar House Construction and Jardine Pacific, has been awarded contracts worth more than \$22m in Hong Kong and the New Territories.

The largest is a \$30m project for the second phase of the King Tung Estate at Shau Kei Wan West for the Hong Kong Housing Authority.

The company will build three 39-storey blocks containing 2,043 flats as well as kindergartens and community facilities. All associated drainage, roads, landscaping and playground areas are included in the contract which is scheduled for completion in April 1996.

Also under way is a \$16m project for the third stage of the Lamma Power Station on Lamma Island, comprising a cooling water intake and associated works.

Other contracts involve site preparation for the Chek Lap Kok airport, refurbishment of vacant flats, road rehabilitation and civil works for Hong Kong Telecom; while a geological survey is being carried out

on an industrial zone in Taipei, Taiwan.

Radpath Offshore, a member of the engineering division of Trafalgar House, has been awarded a contract worth about \$35m by Elf Petroland B.V. of the Netherlands, for work on the K5 development project.

The contract awarded includes construction, procurement, pre-commissioning of the topside decks for three platforms to be located in block K5A of the Netherlands sector of the southern North Sea.

## £17m combined courts centre scheme

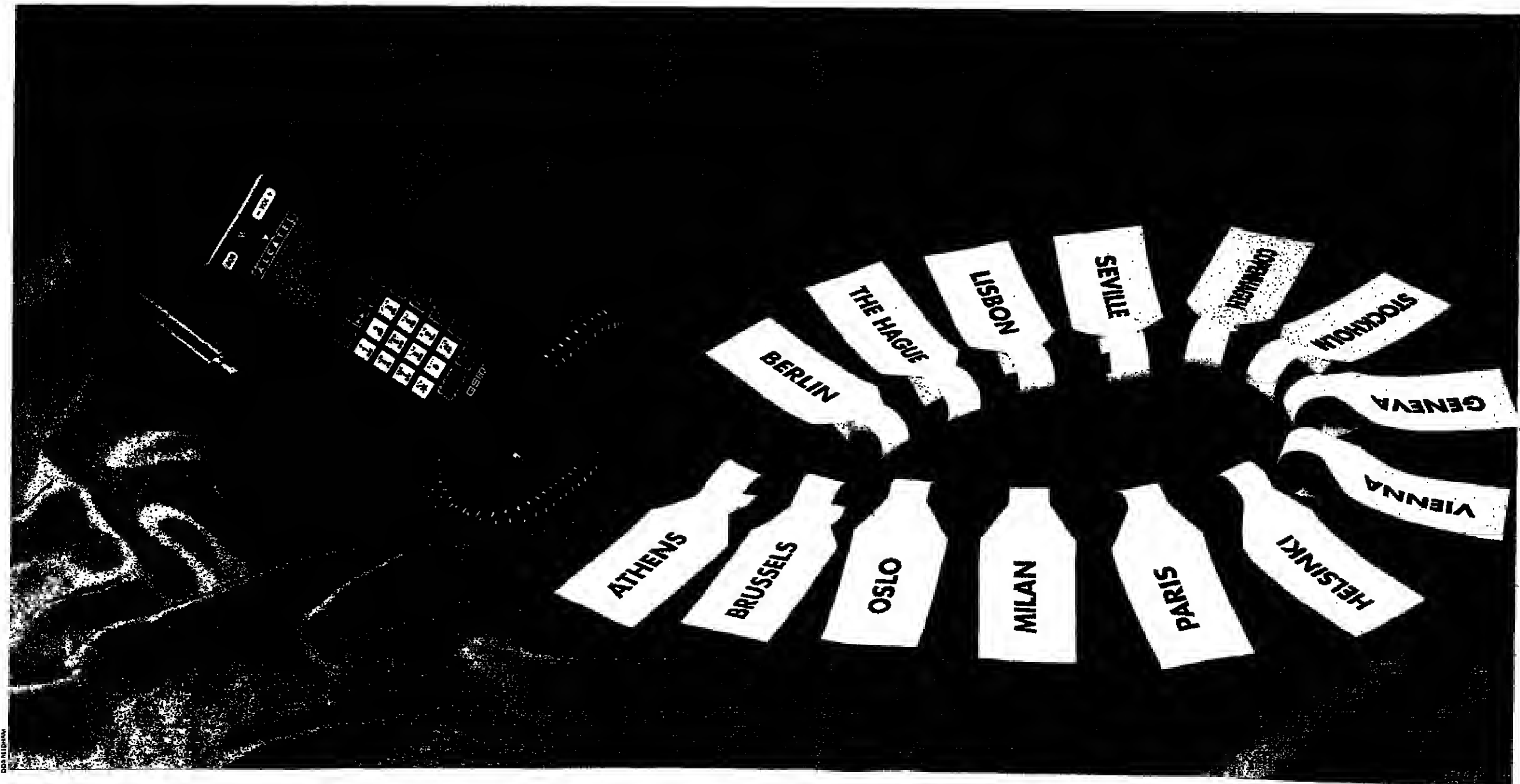
Yorkshire-based LAING NORTH EAST has won the £17.6m contract to build Sheffield's new combined courts centre, project managed by PSA Projects.

The contract has been

awarded by the Lord Chancellor's Department and will provide 10 crown courts, three county courts and four registrars chambers.

It will be built on a site north of the city centre in West

Bar, home of various factories since 1794 and, more recently, used as a car park. Work will begin soon for completion in autumn 1995. The building will be on six levels including a semi-basement car park.



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Sculpture/William Packer

Never had it so good

Sculptors may complain of the practical difficulties they face, and the lack of opportunities to show their work, but then sculptors in general do complain. Break through to any kind of critical or curatorial notice and the world, it seems, is theirs. The Henry Moore Institute, which was set up in Leeds 10 years ago for the study and encouragement of sculpture, as we saw last week, flourishes mightily. The Yorkshire Sculpture Park, now well into its second decade at Bretton Hall near Wakefield, has become one of the prime public attractions in the whole of the north of England.

There is sculpture now in Grizedale Forest, where sculptors from all over the world go to work on site, and in the Forest of Dean. From next month, some 60 sculptors, at the invitation of the Royal Society of British Sculptors and P&O, the shipping company, will show their work at Chelsea. Next hour in the largest ever such show in London in the open air. Sculpture commissions and competitions proliferate. Every new development or office block, every refurbished city square, must have its proper monumental and celebratory piece. Birmingham's Victoria Square now has its Anthony Gormley and his Dhruva Mistry to set beside Her Majesty; the London Docklands Development Board has its Nigel Hall, Michael Kenny and Zadok Ben-David each adorning one portion of the new Limehouse Link.

All this is as it should be, but it has a more regrettable side. The received wisdom is that it is sculpture that the world wants to see, a self-fulfilling limitation at best. So it is that sculpture has come to dominate such treats as the Turner Prize, the New Contemporaries and the Barclay's Young Artist Award. Sculpture it was that supplied the Hayward's latest comprehensive survey of recent art. When did the British Council last give the British Pavilion at the Venice Biennale to a young painter? Only 21 years ago? Surely not. Could it be that sculptors will form the British contingent to the Apero, that is always dedicated to younger artists, at this year's Biennale? Don't ask.

But it is the work that counts, and our galleries, squares and gardens are full of it. David Nash is a wood man, working, as the title to his current show tells us, *At the edge of the forest*. He burns, scrapes, chops and saws his way into the living wood, improvising and responding to the particular chance of form and context. He does only what is necessary to realise the particular image he has decided upon in general terms, which is not to say that he does not work with extreme technical refinement and sophistication. Rough-hewn and unpolished his surfaces may be, but exquisitely so.

These tall, simple, ambiguous modern totems confirm rather the more monumental than the wry and playful qualities of his work, with the forms often simplified by the optical density of the carbonised surfaces. The exception is the floor piece that consists of lumps of charred oak interspersed with somewhat clumpier carved lumps of alder, set

out as it were in a fairy ring. Materially seductive though it is, its essentially arbitrary and precious aestheticism soon takes over. He is a better artist than that.

Anish Kapoor, our hero at Venice in 1990 and last year's Turner laureate, is another carver and splitter and opener-up of secret cavities, though of stone. His new work continues his preoccupation with the cavity, so deep, secret, unfathomable, impenetrable, the interior space invested with blue or magenta pigment so dense as to seem all but solid. But now he pierces the cavity at its furthest side, a little to relieve the secret perhaps, if not release it. Or, having smoothed a facet of his rough block of stone, he then carves within the cavity a swelling, amorphous form. Here, he seems to say, is the eternal egg, or the omphalos of the Sybil, that might reveal the secret of the universe. For Kapoor's work is nothing if not fraught with symbol and ambiguous possibility, pervasively sensual, inescapably sexual.

Paul Naegle's symbolism is more recondite and idiosyncratic, founded in personal metaphysics and cosmology. His eight *Catalytic stations*, set out in a ring beside the Economist Building in London's West End, are for him, like the stations of the Cross, individual points of contemplation and realisation, yet part of a coherent whole. Together they represent the full range of the formal imagery he has developed over the years - the broken star, the rectangle held aloft, the splayed, extended feet of the tripod.

The artist's own interpretation and intention are, of course, for us to take or leave as may be. What remains are objects beautifully made, sculpturally complex yet resolved with a wonderfully ingenious and satisfying simplicity.

Each summer, the New Art Centre's sculpture garden at Roche Court in Wiltshire allows young and comparatively unknown sculptors to show alongside their established peers - to say nothing of Moore, Hepworth, Gill, Frink - and in a most beautiful setting. Notable in this year's large selection are Anthony Gormley, whose sentinels stand alone in the bluebell wood above the garden, Katherine Gilt, Mark Dunhill, Kim Lim, Philip King, Barry Flanagan, Peter Randall-Pear, Peter Logan, whose metal rods swing in the wind, Bryan Kneale, Sven Bayer with his large garden pots, and Sarah More, with some time carved lettering.

David Nash - Sculpture & Projects 1989-1993. *Autumn* Julia Fine Art, 28 Dering Street W1, until June 18. Anish Kapoor: *Lisson Gallery*, 57 Lisson Street NW1, until May 20. Paul Naegle - *Eight Catalytic Stations*: the Economist Plaza, 25 St James's Street SW1, until May 15. In association with Flowers East, 199 Richmond Road E8. The Roche Court Sculpture Garden, East Wiltshire, nr Salisbury, Wiltshire, every weekend until the end of September, or by appointment through the New Art Centre, 41 Sloane Street SW1 - 071 235 5844.



'Small vessel and volume', David Nash, 1989

In the current, outstandingly successful season at Opera North, the mixture of rare and repertory operas seems to have been calculated with greater boldness than ever. With the new staging of *La Gioconda*, an opera not given in any mainstream British house for more than 60 years, the company and its departing general administrator, Nicholas Payne, demonstrate once more the tonic wholeness of their artistic vision.

They understand that the blood-and-guts enjoyment afforded by Puccini's 1876 potboiler is not to be despised, since it can provide - when delivered with all the zest and enthusiasm of Saturday's performers - a strong, savoury complement to the more substantial experiences supplied by this season's Gerhard, Mozart, Verdi, Britten and (still to come) Berg.

This opera is often clamoured for by audiences hungry for elemental operatic thrills, seldom tackled outside Italy and beyond the New York Met. Both clamour and opera-house reluctance are easily understood. The demands *Gioconda* makes are Grand-Operatic in the Meyerbeer sense - six front-rank voices cased in house-filling personalities, not to mention substantial choral and dance troupes and scenic effects, all fully employed through four long acts. Yet the elevated music-drama already worked up by Verdi (in *Don Carlos* and *Aida*) outstrikes Meyerbeerian forces and theatrical propositions remains obstinately out of Puccini's reach.

It is no less easy to be dismissive about this opera. In a memorably anodyne sentence Shaw regretted "the mischief which great men" - he meant here Verdi - "bring upon the world when small men begin to worship them". Bolito's adaptation of the Victor Hugo play *Angelo*,

Opera/Max Loppert

La Gioconda



Rosalind Plowright: newly malleable and colourful in the title role of Opera North's La Gioconda

Tyrone de Padoue bursts with the overblown language that he would use again in *Otello* and *Falstaff*, but desperately lacks the taut, coherent scene and character-planning of those two Verdi masterpieces; with the benefit of hindsight one can recognise in the operatic lingo a "fulfilled" version of Barnaba, the spy whose tiresome one-note villainy

moves the *Gioconda* plot on each of its jerky stages. Yet in a small theatre, with a cast brilliantly chosen for the particular revival context, with an elegantly designed production (by Philip Prowse), charged to distil suggestive Venetian atmosphere and fantasy from lamps, swags of cloth and coloured streamers, and with a con-

ductor (Oliver von Dohnányi) refreshingly responsive to the needs of singers, orchestra, chorus and production team all at one go - in these circumstances, the tremendous vitality of *La Gioconda* became harder to gainsay with each passing moment.

Opera North's is not an "ideal" revival: ça va sans dire. Cuts dic-

tated by budgetary constraint remove "The Dance of the Hours" and splice together, ingeniously and naughtily, the first two acts. Prowse's Victorian-era updating adds its own special appeal but also, in Act 1, an additional element of confusion. On Saturday the veteran Australian Clifford Grant, back in Britain after an absence of nearly two decades, sounded below form as Alvisio, though still in command of a sizeable bass voice. Keith Latham, Barnaba, is a capable baritone short on tonal "spice" and uncomfortable in Italian (altogether, an English translation is badly missed).

But the others went through their scenes and routines with excellent vigour, making one admire the individual stamp of the applause-winning melodies Puccini shared out between them. Catherine Wyn-Rogers, a quietly glowing Clea, and Sally Burgess, a lustrous, glamorous Laura, both wanted only the final degree of punch at the top - Miss Burgess's marvellously succulent shaping of words and notes was continual compensation.

Edmund Beahm's tirelessly ringing Enzo discovered much, not all, of the romance in his phrases. And Rosalind Plowright, having weathered a period of vocal troubles to emerge with dramatic soprano newly malleable and colourful, brought to the title role a handsome measure of the required sumptuousness. Operatic pleasure comes in many kinds: on Saturday, the response of the Opera North audience left no doubt that full-blooded Italian opera offers some of the most simply gratifying of all.

(sponsored by Peter Moores Foundation; in repertory at Grand Theatre, Leeds, until May 20, then on tour to Manchester, Nottingham, Hull and Sheffield)

Concerts in London/Richard Fairman

Visiting orchestras

always seemed to get the more interesting programmes.)

There has been much discussion as to what has happened to the orchestra's playing in the post-Karajan era. Is its distinctively rich and burnished quality still in place? Has it become a more standard international orchestra? Obviously Bernard Haitink will have imposed his own requirements on the players, but the immaculate, warm blend of the sound all the way through Tchaikovsky's *Romeo and Juliet* Fantasy Overture was the pure Berlin Philharmonic original, simply matured over the years.

It was a lean programme - one and a half hours of music, straight through, no interval. After the Tchaikovsky, the orchestra slumped its ranks and lightened its touch to accompany Frank Peter Zimmer-

mann in Mozart's G major violin concerto, an exquisitely poised slow movement spoiled only by what sounded like newly-installed air conditioning, humming away inconspicuously on a G sharp throughout.

Then, finally, as immaculately played a performance of Stravinsky's *Rite of Spring* as one could hope to hear. Every page of the score gave evidence of having been phrased, balanced, listened to with a fresh ear. I shall mention only one instance: the subtle blending of exposed octaves through the orchestra at the beginning of part two, which evoked so powerfully the haunting wall of mystic rites, perhaps half-glanced in the distance. Haitink, who has conducted this score as a staged ballet, paces it unerringly. The final dance of each section was thrilling.

It was fortunate for the Indianapolis Symphony Orchestra that its London concert fell the evening before, not the evening after. The American orchestra is on a European tour with Raymond Leppard, in his fifth year as music director, and it would seem a very worthwhile visitor, if such comparisons had not been to hand.

This is a new-world orchestra, with sound proficiency and determination to match. Even without the contrast of the Berlin Philharmonic, the orchestral sound would have an industrial-belt hardness and vigour. The brass predominate, not swamping the other sections, but prominent enough to give a strong metallic core. Strings wanted subtlety of colour; they did not provide balm when it was required.

For all its good features, the orchestra's playing was not quite expressive in either Bruch's first violin concerto or Elgar's *Enigma Variations*. Rhythms were marked with a degree too much force; phrases were shaped dogmatically, as though the music was not being felt from within. The soloist in the Bruch was Dmitry Sitkovetsky, whose almost glancingly bright and authoritative playing was equally impressive, rather than moving.

To start, the orchestra had given us its American calling-card, William Schuman's *New England Triptych*. This is a brief concerto for orchestra, which gives each section the opportunity to shine. With their technical dexterity the Indianapolis players did so. A strong American contingent in the audience at the Barbican did not let their virtues go unrecognised.

Berlin Philharmonic concert sponsored by Daimler-Benz. Indianapolis Symphony Orchestra concert sponsored by American Airlines.

Theatre/Malcolm Rutherford

The old order changes

ience. Seen on separate days, the three plays at the Cottesloe might look thin, with the quality of the acting and the direction far outstripping that of the writing. Seen on the same day, the writing looks much less random. There is almost a common theme, which is that there is not much to laugh about, or even to hope for, in contemporary Britain. All three plays show societies breaking down, though each has at least one character either striving for something better or trying to preserve the best of the old.

*Hove* is a collaborative work without a single author by the Talking Tongues Company. It is set in a boarding house in that amorphous area somewhere between where Brighton ends and Hove begins. One of the guests, a specialist in sea studies played by Alan David, has been there for 25 years: he still pre-

fers to talk to the sea rather than to the other inhabitants. The landlady, majestically performed by Lindy Alexander, plainly thinks her place is a cut above the rest: special cooking, special rules.

That is not how others see it. A married local councillor has been keeping his girlfriend there for some time, both preserving the fiction that he is more important than he is. The arrival of Clare (Rachel Joyce), who may be an artist but has a touch of the property developer about her, disturbs any calm the place may claim. The words "dead house" are painted on a wall. The landlady's son covers himself with petrol, then departs with a box of matches. In short, the old house, the old order, is falling down.

*Hove* is not a finished play: too much is left unexplained - the apparent suicide, for example. But

played as it is at the Cottesloe, and directed by David Farr, it is certainly haunting.

*The Neighbour*, by Meredith Oakes, is set outside one of those tower-block council estates that one thought were no longer being built. It also seems slightly odd in the 1980s that the inhabitants are all white. The characters live in fear and mutual suspicion. Only one of them - John, played by Ben Chaplin - has much in the way of aspirations: he wants to repair old furniture. His mother throws it out; another boy sets fire to it, as being fit only for yuppies and not even worth nicking. John tells the police and the community closes in on him for grassing. He dies, having drunk a bottle of vodka as a dare to prove himself to his contemporaries. Alcohol plays a strong role in all three plays.

I found *The Neighbour* needlessly brutal. Yet set against Judith Johnson's *Somewhere*, which is the best of the bunch, it falls into context. Here are people without much money, without decent jobs and without much hope. They are not down-and-outers: somehow the social security must provide, but ambition is almost unthought of.

In *Somewhere*, set initially round Merseyside, the best hope for the girls is to go to Manchester to work as escorts for tired businessmen. Later they move to Amsterdam where being on the game is open. For one of the boys the only hope is the army. What I admire most about the play is that, despite all of that, Ms Johnson has written a love story. That is a bold thing to do in such a setting in 1993. Dawn, the long-time prostitute, is ultimately reunited with her soldier lover. In a way, society has held together. Dawn is magnificently played by Katrina Levan and the direction by Polly Teale is faultless.

In repertory, Cottesloe Theatre until May 15

INTERNATIONAL ARTS GUIDE

AMSTERDAM

Muziektheater Main event this week is premiere on Fri of new production of *La nozze di Figaro*, conducted by Nikolaus Harnoncourt, staged by Jürgen Flimm, with cast led by Oiaf Bar, Charlotte Margiono, Alastair Miles and Isabelle Ray (also May 9, 12, 14, 17, 19, 22, 24, 27, 29). Tonight: Graeme Jenkins conducts final performance of Tim Albery's production of *Catalani's La Wally*, with Janet Cassara and Bery McCauley (825 5455). Concertgebouw Thurs: Raphael Oleg violin recital. Sat: Verdi's *Requiem* (24-hour information 675 4411, reservations 671 8345). Beurs van Berlage Thurs, Fri, Sat, Sun: Istvan Parkányi conducts Netherlands Chamber Orchestra in Telemann, Bach and Mendelssohn (827 0466).

ANTWERP

ANTWERP '93 Thurs at deSingel: Pierre Boulez

conducts works by Schoenberg, Stravinsky and Birtwistle, with piano soloist Mitsuko Uchida. Fri: David Shalton conducts Royal Flanders Philharmonic Orchestra in Mahler's Fifth Symphony. Fri, Sun, next Tues: Red Rubber, Dirk D'Haeze's new opera about Belgian colonialism. Sat at St Augustinus: Huelgas Ensemble in Lassus' *Lagrime di San Pietro* (226 9300).

OTHER EVENTS

Nathalie Stutzmann gives a song recital tomorrow at deSingel, followed on Mon by New Belgian Chamber Orchestra in a Schubert programme (248 3800). Imre Pálfi conducts concert performances of Attila next Tues and Fri at Koninklijk Elisabethzaal (233 6695).

BRUSSELS

Monnaie Tonight, Thurs, Sun (also May 13, 15): Marcello Viotti conducts Simon Suarez's new production of Anna Bolena, with Nelly Melicou and Martine Dupuy. Sat: Hans Peter Blochwitz song recital (219 6341). Palais des Beaux Arts Sun afternoon: Pierre Bartholomée conducts Liege Philharmonic Orchestra in works by Strauss, Dvorak and Rakhmaninov, with cello soloist Mischa Maisky. Sun evening: Marcello Viotti conducts Orchestra of the Monnaie in Cherubini, Mozart and Schubert, with piano soloist Alexander Madzar. Next Mon: Rosamunde Quartet (507 8200). Eglise Saint-Julien Sun: Tom Cunningham conducts Brussels Choral Society and Orchestra in works by Mozart (721 2447). Théâtre National Le Conquêt of the South Pole, Manfred Karge's

play about five unemployed young men drinking and cavorting, runs daily till Sun (217 0303).

CHICAGO

Orchestra Hall Thurs, Fri, Sat: Daniel Barenboim conducts Chicago Symphony Orchestra in works by Ravel, Busoni and Brahms (435 6666).

GENEVA

Samuel Ramey stars in a new production of Boris Godunov at Grand Théâtre, opening on Sat with seven further performances till May 24. Edo de Waart conducts a staging by Stein Winge (311 2211).

THE HAGUE

Danshetheater Tonight, tomorrow, Thurs: Nederlands Dans Theater in choreographies by van Manen and Kyller. Sun and Mon: Dutch National Ballet in Peter Wright's production of Giselle (360 4930). Dr Anton Philipszad Tomorrow: members of Hague Philharmonic Orchestra play chamber music by Dvorak and Vermeer. Thurs and Fri: Franz Weiser-Mödt conducts Hague Philharmonic in Mahler's Second Symphony. Sat: Ton Koopman conducts Amsterdam Baroque Orchestra in all-Mozart programme. Sun afternoon: Jean Fournet conducts Radio Philharmonic Orchestra in Rousset and Shostakovich (360 9810).

UTRECHT

Vredenburg Tonight: Ton Koopman conducts Radio Chamber Orchestra and Chorus in works by Handel.

Fri: Dresden Vocalists in works by Schubert, Schumann, Marschner and others. Sat: Franz Weiser-Mödt conducts Hague Philharmonic Orchestra and Chorus in Mahler's Second Symphony. Sun noon: Ton Koopman conducts Amsterdam Baroque Orchestra in Mozart. Sun evening: Frans Brüggen conducts Orchestra of 18th Century (314544).

VIENNA

MUSIK Staatsoper Tonight: Il barbiere di Siviglia. Tomorrow and Sat: La forza del destino with Julia Varady. Thurs: Ariadne auf Naxos. Fri and next Mon: Miklos ballet Don Quixote. Sun: La traviata (51444 2955). Musikverein Tonight: Richard Hickox conducts City of London Sinfonia in works by Haydn, Krommer, Berkeley and Mozart, with clarinet soloist Andrew Manniner. Tomorrow, Thurs, Fri: Vladimir Fedoseyev conducts Vienna Symphony Orchestra in Beethoven. Prokofiev and Bartok, with violin soloist Julian Rachlin. Sun: Alexander Rahbari conducts Tonkünstler Orchestra and Slovak Philharmonic Chorus in Dvorak's oratorio Saint Ludmila. Next Mon: Raymond Leppard conducts Indianapolis Symphony Orchestra (505 8190). Konzerthaus Tonight: Ivan Moravec piano recital. Fri and Sat: Arner Bystran plays Bach cello suites. Sun morning, next Mon evening: Heinz Holliger conducts Vienna Philharmonic Orchestra in the 1913 scandal concert programme (712 1211).

THEATRE

A new production of Prandello's

Six Characters in Search of an Author, directed by Cesare Lievi, opens on Sat at Akademietheater (51444 2955). The Burgtheater repertory includes Dörmann's *The Visit*, Goldoni's *The Impresario of Smyrna* and Peter Turrini's new play *Alpenjodeln* (51444 2218). Volkstheater has a new production of *Heaven's Builder* (932778). Peter Shaffer's *Letitia and Lovage* has just opened at Vienna's English Theatre, daily except Sun (402 1280).

WASHINGTON

Kennedy Center Tonight's National Symphony Orchestra concert, conducted by Yuri Temirkanov, features works by Tchaikovsky, Musorgsky and Stravinsky. Temirkanov conducts a second programme, including Brahms' First Piano Concerto (Yefim Bronfman), on Thurs, Fri and Sat. Sun afternoon: Vladimir Ashkenazy conducts Cleveland Orchestra in Rakhmaninov and Dvorak. Sun evening: Jessye Norman song recital. There are daily performances of Oleanna, David Mamet's play about political correctness and sexual harassment, plus the musical Guys and Dolls. May 12-16: Washington Ballet (202-467 4600).

THEATRE

● Mother Courage: Pat Carroll gives an outstanding performance in Bracht's play. Till May 16 (Shakespeare Theatre at the Lansburgh 202-393 2700). ● Our Country's Good: Timberlake Wertenbaker's award-winning play about the civilising nature of art.

Till May 22 (Signature Theater 703-685 4331). ● The Play's The Thing: P.G. Wodehouse farce about the difficulties of mixing reality with fantasy. Till May 23 (Washington Stage Guild 202-529 2084). JAZZ/CABARET Blues Alley Jazz Supperclub Daily till Sun: vocalist Joe Williams (1073 Wisconsin Ave, in the alley, 202-337 4141). Barns of Wolf Trap Fri: John McCutcheon, singer songwriter. Sat: evening of comedy, Sun: Smith Sisters, country songs (1624 Trap Road, Vienna, Virginia, 703-216 6500).

ZURICH

Opernhaus The main event this week is the premiere on Sat of Nikolaus Lehnhoff's new production of Don Carlo, conducted by Adam Fischer, with a cast led by Francisco Araiza, Ruggero Raimondi, Thomas Hampson and Gabriela Benackova. Repertory also includes *Il barbiere di Siviglia* on Thurs, *Die Zauberflöte* on Fri and *Tosca* on Sun. Next Mon: Alban Berg Quartet (262 0909). Tonhalle Tomorrow, Fri: Yutaka Sado conducts Tonhalle Orchestra in works by Ravel and Brahms. Tomorrow's concert includes Mozart's Concerto for two pianos (Joseph and Anthony Parratore), while the Fri concert features the world premiere of Takemitsu's new *Viola Concerto* (Nobuko Imai). Sun: Edmund de Stoutz conducts Zurich Chamber Orchestra in Sibelius, Schumann and Saint-Saëns, with violin soloist Christian Tetzlaff (261 1600).

European Cable and Satellite Business TV

(All times are Central European Time)  
MONDAY TO THURSDAY Super Channel: European Business Today 0730-2230  
Monday Super Channel: West of Moscow 1230  
Super Channel: Financial Times Reports 0630  
Wednesday Super Channel: Financial Times Reports 2130  
Thursday Sky News: Financial Times Reports 2030-0130  
Friday Super Channel: European Business Today 0730-2230  
Sky News: Financial Times Reports 0530  
Saturday Super Channel: Financial Times Reports 0630  
Sky News: West of Moscow 1130-2230  
Sunday Super Channel: West of Moscow 1830  
Super Channel: Financial Times Reports 1900  
Sky News: West of Moscow 0230-0530  
Sky News: Financial Times Reports 1330-2030

Arts Guide

Monday: Berlin, New York and Paris.  
Tuesday: Austria, Belgium, Netherlands, Switzerland, Chicago, Washington.  
Wednesday: France, Germany, Scandinavia.  
Thursday: Italy, Spain, Athens, London, Prague.  
Friday: Exhibitions Guide.



## The G7 has established a new credibility but much has yet to be done, says Peter Norman

# From Sinatra to Sinatra-plus

Four months ago it was a joke. It now looks as though we are going to have to take the Group of Seven seriously again.

After last week's spring meetings of the International Monetary Fund in Washington, economic policy co-ordination is looking in better fettle than for many years.

The G7 finance ministers and central bank governors from the US, Japan, Germany, France, Britain, Italy and Canada not only managed to meet without squabbling. They put their names to mutually reinforcing measures designed to return the world economy to faster growth and less unemployment. They also broadened their present efforts to co-ordinate economic policy to include long-term issues such as labour market reform and curbing health care costs.

The day after Thursday's G7 meeting, they gathered with representatives of the developing and former communist countries in the IMF's policy-making Interim Committee and turned their commitment to growth into a global effort. The Interim Committee appointed a referee - the IMF - to blow the whistle and cry foul if any country's economic and exchange rate policies threaten to create currency turmoil and upset the international community's efforts to achieve greater growth.

That was the good news. But past experience tells that there is many a slip 'twixt cup and lip in international economic policy co-ordination.

The goal of sustained non-inflationary growth is not new. It was trumpeted by the G7 and others in the 1980s only to be followed by the near stagnation of global economic output in 1991 and recession in many industrial countries including the US, Britain and Canada.

Recession has now spread to Germany and the European continent while Japan is suffering its most worrying economic slow-down since the second world war. It does not require a cynic to see how the G7 countries can unite in their concern to foster growth and job creation.

The one step that could give a boost to global growth prospects - completion of the Uruguay Round of trade liberalisation talks - remains uncertain. The G7 ministers last week repeated that a further opening of the international trading system was indispensable for maximising world growth, while President Bill Clinton pledged "exceptional efforts" to bring the round to a close by the end of this year.

But finance ministers can only exhort on trade issues while trade and agriculture ministers have in the past shown themselves impervious to their pleas.

The US itself displays a curiously split personality to the outside world. Hours after Mr Clinton made his pledge on the trade round, his administration launched a volley of trade sanctions against Japan, Brazil, India and several other trading partners. This is a peculiar way of demonstrating liberal intentions.

In the international monetary arena, Mr Lloyd Bentsen, the US Treasury secretary, has not been averse to treading on his partners' toes. The courtly Texan let drop his customary mask of benevolence when he talked up the yen in the weeks ahead of the G7 meeting, much to the annoyance of the Japanese government. However, he skillfully defused the issue by the time of the Washington gathering by permitting the US Federal Reserve to intervene shortly before the meeting to curb the yen's rise.

The G7 is therefore still operating according to the Sinatra Doctrine, by which its members clearly put their own economic policy priorities first and "do it my way" in terms of policy making. But Mr Horst Köhler, the state secretary at the German finance ministry and one of the chief G7 fixers, insisted last week that there has been a qualitative change in policy co-ordination. "It is now Sinatra-plus," he said.

Certainly the contacts among the G7 countries have intensified since the Clinton administration took office. Last week's meeting was the third in as many months at ministerial level. The senior finance ministry officials who do so much of the work preparing the meetings now have a telephone conference line arranged to improve communications.

Among the ministers, there seems to be a genuine spirit of goodwill. Mr Bentsen can claim much of the credit for this since first calling for a strengthening of the G7 co-ordination process in January.

Under the Bush administration, America's partners learned to construe Washington's occasional urge to co-ordinate policies as an attempt to secure US policy goals with other peoples' money and effort. Mr Bentsen has avoided giving this impression, stressing the benefits of joint action. He has been careful to avoid megaphone diplomacy.

Looking back over the past three months, there is much that the group can be pleased about. Economic policies in the big industrial countries are in better balance since the US took steps to reduce its budget deficit; Japan announced a fiscal package to boost its economy and the Bundesbank embarked on a programme of cautious but relatively frequent interest rate reductions.

The G7 also has completed arrangements to set up a nuclear safety fund to deal with the dangers caused by Chernobyl-style nuclear reactors in the former Soviet Union. In mid-April the group agreed a package of aid measures for Russia which may have strengthened the hand of President Boris Yeltsin ahead of his referendum victory.

Inevitably, more needs to be done. Because of their powerful position in the world, the G7 countries carry the overwhelming responsibility for bringing the Uruguay Round trade negotiations to a successful conclusion. Further efforts will be required in the years and months ahead to cut the US budget deficit, stimulate growth in Japan and reduce interest rates in Europe.

But it is difficult not to agree with Mr Bentsen's verdict on events since he set out to revitalise the G7. "Not bad for the first 100 days," he said.

France, or at least the entire French political world, is still in shock after Pierre Bérégovoy's suicide on Saturday. The self-administered death of the former prime minister, little less than a month after leaving office, has put a temporary freeze on all political activity and on the announcement this week of a new government programme.

The wider inquest on the death of Mr Bérégovoy, who will be buried today in the central French town of Nevers, has already begun. The immediate reaction of many politicians has been to take the tragedy out on the press.

Few were as extreme as Mr François Léotard, the defence minister, who yesterday implicitly accused "certain media" of the "murder" of the former prime minister by allegedly hounding him over an interest-free property loan which Mr Bérégovoy received from a dubious business acquaintance.

Other, more thoughtful politicians acknowledged that Mr Bérégovoy's death could have as lasting consequences a reinforcement of the already-enclaved political style of Mr Edouard Balladur, who succeeded Mr Bérégovoy at the Hotel Matignon, the prime minister's residence, and an accelerated drive within Mr Bérégovoy's faction-torn socialist party to close ranks and to rebuild itself.

There is also the unknown effect of the tragedy on President François Mitterrand's desire to stay out of his two remaining years in the Elysée, after the loss of someone who was among his most loyal - yet, by some accounts, most abused - lieutenants.

It is impossible to be precise about the consequences of a tragedy because no one knows what exactly led to it. Mr Bérégovoy left, as far as is known, no suicide note.

The dramatic headlines all came yesterday - France has few Sunday newspapers to do justice to something that happens on a Saturday, the day Mr Bérégovoy shot himself with his bodyguard's revolver.

But none was as expressive as Le Figaro's cartoon, showing the former prime minister ascending to heaven with the French republic's symbolic figure of Marianne simply asking "Pourquoi?"

By choosing to take his life on May 1, Mr Bérégovoy seemed to want to leave a message. For this metalworker-turned-prime minister, the date had great symbolism, not only

## Good soldier's bitter end

David Buchan looks at the lasting consequences of Pierre Bérégovoy's death on French politics



Pierre Bérégovoy: his death may bring together the warring ranks of his own faction-torn socialist party

politically but also personally. As he recounted several times, it was on May 1 that at the age of 17 he got his first job on the railways in 1942, that on demobilisation from the army in 1946 he became a salesman for Gaz de France, the state utility, and that years later, in 1981 he became President Mitterrand's first chief of staff at the Elysée. But what the precise message was may forever remain obscure.

Some fellow Socialists, including his brother Michel, were quick to say the last straw for Mr Bérégovoy was the revelations in February this year that he had borrowed FF1m (£130,000) interest-free from the late Roger-Patrice Pelat to help buy a small apartment in Paris's smart 16th arrondissement after the Socialist defeat in 1986 interrupted his stint as finance minister.

Certainly, he had weathered other scandals that had broken around him, such as the case of alleged insider trading concerning Pêcheur's purchase of Triangle in 1988 and involving Mr Pelat again and Mr Bérégovoy's own chef de cabinet when Mr Bérégovoy returned to the finance ministry in that

year. The Pelat loan affair, breaking less than a month before the March parliamentary elections, must have been particularly galling for Mr Bérégovoy, who had always vaunted his honesty and who made stamping out corruption a particular theme of the premier's campaign that he assumed in April 1992.

### Was the rhetoric of the victorious right responsible for making Bérégovoy crack?

But Mr Bérégovoy's explanation of the loan, and in particular his repayment of it by the end of 1992, were accepted with little demur, and neither the press nor his political opponents made much of it during the campaign. It was hardly the vendetta that Mr Léotard, who has had his own real estate dealings subjected to judicial inquiry, seemed to suggest yesterday.

Was the rhetoric of the victorious right responsible for making the former premier

crack? Certainly, leaders of the new centre-right government did not spare Mr Bérégovoy and his colleagues in their condemnation of the Socialist management of the economy. Even Mr Balladur got carried away a bit on the campaign trail, in claiming that the Socialists were leaving the economy "in its worst state since the second world war".

Certainly, France's public finances, especially its social security deficits, are in a mess, and Mr Bérégovoy was said to have been nervous about the "audit" of state finances, which was to have been published yesterday, but which Mr Balladur has now delayed. But such "audits" are not unusual measures for an incoming administration to take. The Socialists did the same when they first took power in 1981. It is a standard political means by which a new government paves the way for unpopular measures such as the tax increases that Mr Balladur plans.

The bitter pill of parliamentary defeat might have been sugared for Mr Bérégovoy, had Mr Balladur publicly acknowledged the good part of his inheritance from his predecessors.

the strength of France's money and its trade balance. For Mr Bérégovoy rightly prided himself on his sound management of France's external economic position.

Again, it must have been galling for the Socialist former prime minister to see French interest rates falling - partly on the markets' confidence in so strong a new conservative government, but also partly because of the fortuitous decline in German rates - so soon after his departure from the Matignon and before the new government had the time to put any new policies into action.

If the Balladur government were rabidly reactionary, one could speculate that Mr Bérégovoy's tragic demise might have a moderating effect on it. But it is not, and there are probably enough centrists to prevent it taking such a course in the future.

Aside from removing one of its few working-class leaders, the long-term effect of Mr Bérégovoy's death on his own party may be to bring its warring ranks together. The former prime minister had tried to stay on good terms with both Mr Laurent Fabius, the Mitterrandist party boss, and with Mr Michel Rocard, the party's presidential contender in 1986, who recently toppled him.

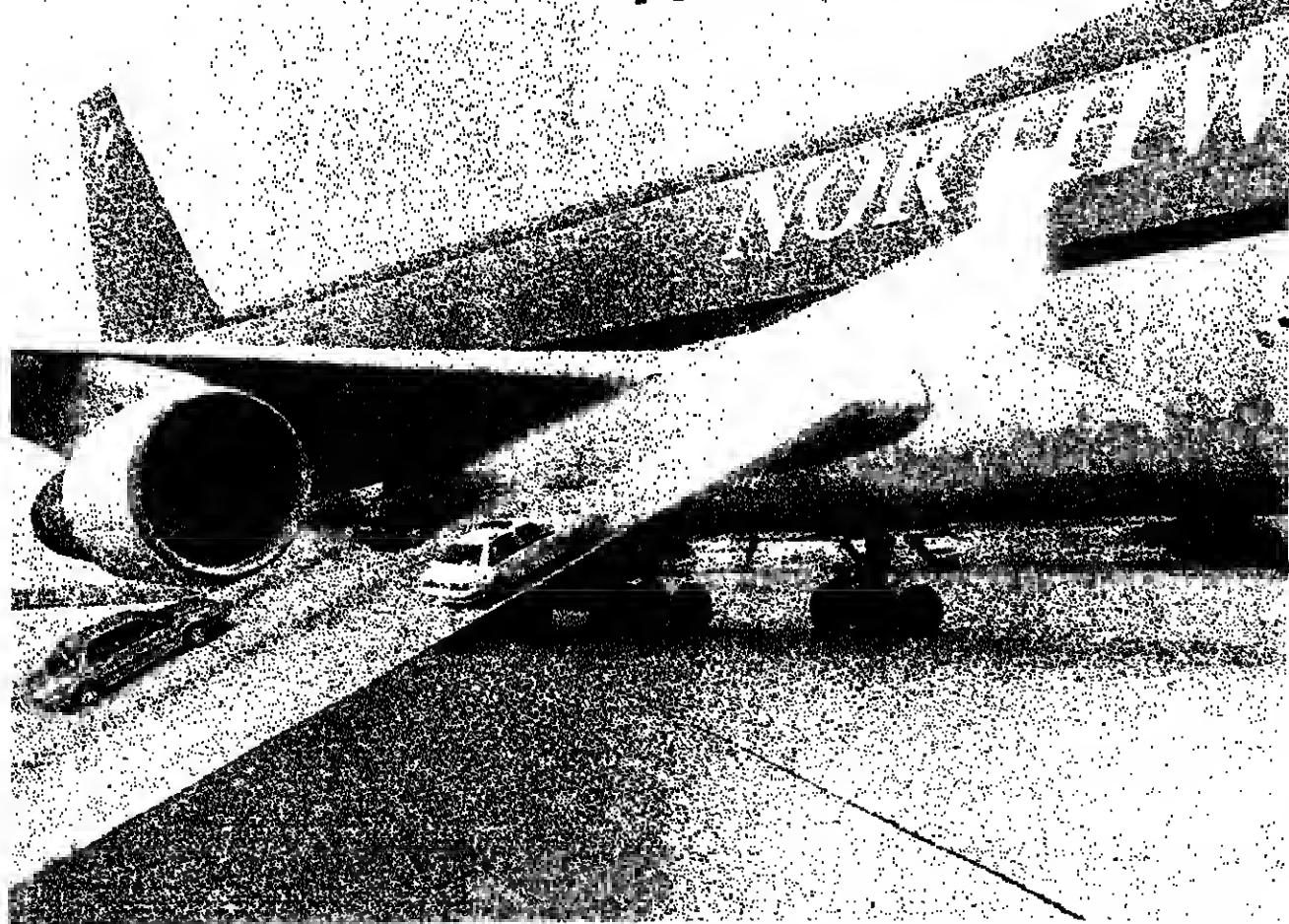
Mr Bérégovoy's role as the unfortunate captain who went down with his governmental ship in March was not really a blot of contention in the Fabius-Rocard row. His role was strongly criticised by the left-wing Mr Jean-Pierre Chevènement, but the latter has since left the party.

Yet, probably the bitterest thing which Mr Bérégovoy had to swallow in his long career was that President Mitterrand left it until the party was crumbling into internecine warfare and the economy sliding into recession to name him to the top government job.

On entering the Matignon, he is said to have commented bitterly of his predecessors: "The president chose Fabius because he was the youngest, Rocard because he was the most brilliant, Cresson because she was a woman. Finally, he named me, when it was already too late."

Nonetheless, the good soldier plugged on, apparently believing that some miracle might turn up. He even bravely deluded himself that he could do something about rising unemployment, an issue which mattered greatly to this former union organiser. But no miracle ever materialised.

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## LETTERS TO THE EDITOR

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### Effective learning and accuracy in school tests

From Professor Paul Black

In his article on "Hidden flaws in school testing" (April 29), Lord Skidelsky argues that we should separate the two functions of assessment and testing. His vision is that externally set tests should be used to pass judgments on teachers' performance, while assessments designed to support learning should be left to schools. A national assessment system "simplified" in this way promises to reduce the burden of testing on schools.

There are several reasons why the Task Group on Assessment and Testing did not recommend such a system in its 1988 report. Short external tests are likely to give unreliable results, placing a substantial proportion of pupils in the wrong grades or levels. The School Examinations and

Assessment Council does not have a research programme to determine the possible error in the current national tests. In view of research evidence about error in such tests, this is unacceptable - the public needs to have such evidence. National assessment results are not only used to judge teachers, they give important evidence about every individual pupil; errors mean both that injustice is done and that inaccurate guidance is given about learning needs.

A further reason is that short and apparently simple tests cannot measure important outcomes of learning, yet they have a strong influence on teaching. Given that test results are to be used to judge them, teachers are bound to direct their teaching to maximise test scores. This usually

reduces to drilling pupils to produce short answers to sets of questions, each of which tests small fragments of knowledge devoid of any purposeful context. The evidence about pupils' learning is that such an approach is harmful.

A recent survey of science teachers on the effects of testing at age 14 in 1982 revealed that most believe that those tests have had the narrowing and negative effects on their teaching that could have been predicted. However, it should not be necessary to research the damage in our own schools to test the argument. Most of the state testing systems in the US have been using, for many years, the type of approach that Lord Skidelsky is recommending. Most of them are now abandoning this "economical" testing and engaging in

programmes to develop "authentic" forms of assessment which will involve classroom assessments by teachers in close relationship to formative assessment.

The reason for their considerable investment in such changes is quite simple. Their experience of the short external tests has been that they give poor policy information and inaccurate evidence about individual teachers and pupils, while at the same time they exert pressures which damage good learning practices.

Paul Black, professor of science education, King's College, London, and former chairman, Task Group on Assessment and Testing

### Charging for US calls at BT and Mercury

From Mr Terry Rhodes

The complexities of price comparisons between the US and UK and between BT and Mercury are such that even your reporter has been misled. The article "Competition on the line" (April 29) actually compared Mercury's best "peak" price to the US (\$8m to 8pm) with BT's "off-peak" price.

The correct comparison for a three-minute call to the US, taking the best business price

for each company in "peak" time is 122.19p from Mercury and 123.55p from BT. While Mercury charges for the exact call length, to the nearest 100th of a second, BT still charges by the unit. This means that the BT customer has to pay for the unused time left over. Taking this into account statistically, Mercury's best business price saves customers an average of 8 per cent in the "peak" period.

The leading independent expert's comparison (Octagon Telecomms Tariffs 1993) concludes "if a customer does have access to the directly connected Mercury 2100 service, there are no grounds for a pricing point of view for using BT for any outgoing calls".

In terms of benefit to UK business, it is now cheaper to call the US, or anywhere in Europe, using Mercury than in the reverse direction.

Terry Rhodes, director of competition policy, Mercury Communications

### Cadbury not looking to boost earnings

From Ms Anne Simpson

Sir, You report that research shows the latest innovations in corporate governance have had little effect in improving the performance of British businesses ("Governance changes not productive", April 22). Sadly, it seems there is no correlation between earnings per share and the number of non-executives on British boards. Would that we could find a simple ratio and all would be well.

The research is rather misplaced, however. The purpose of good corporate governance is to ensure the accountability of directors to their shareholders, who by turn have responsibilities as the owners of large sectors of the economy in which employees and wider

society have an interest.

The Cadbury Committee was not looking to boost earnings per share, but to re-establish confidence in a governance process that was open to abuse. It sets out advice to ensure that power is not concentrated, that checks and balances exist within board structures, that proper procedures for financial reporting are established. Each should contribute to high standards of administration in public companies and meet the goal of accountability expected by shareholders. Perhaps corporate governance standards should be regarded as an intangible asset, rather than a short-term drive towards cash earnings.

Our research shows that half of FT-SE 100 companies still withhold key executives from retirement by rotation and only in rare exceptions are shareholder proxy votes reported.

It is still hard going on corporate governance issues in the UK. Cadbury should not be set up as a straw man for a separate set of problems in business - its fascination with short-term financial results - when the key challenges facing business are long term. Anne Simpson, joint managing director, Pensions & Investment Research Consultants, Chalfont House, 19-21 Clarendon Close, London EC1R 0AA

### Ozal's domestic achievements

From Mr A M Apostolou

Sir, While Edward Mortimer is correct to stress the late Mr Turgut Ozal's international achievements ("Friend when in need", April 28), Mr Ozal's domestic rehabilitation is equally important. Under Mr Ozal, Turkey became a country worth dealing with and investing in. He pushed Turkey away from nationalism and authoritarianism. If western leaders want Turkey to continue becoming more tolerant of diversity and more concerned with the creation of wealth, they should have paid Mr Ozal the tribute he deserved by attending his funeral.

Andrew Michael Apostolou, 33 Raleigh Drive, London N20 0UX

### Like a virgin

From Mr G Strickland-Clark

Sir, You report that All Nippon Airways is to paint one of its Boeing 747 aircraft with the design of a whale (April 28). I find a certain gruesome irony in this idea, given the Japanese dedication to hunting this unfortunate creature to extinction.

Perhaps British Airways should paint virgins on its aircraft. G Strickland-Clark, Royston, Herts



# FINANCIAL TIMES

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Tuesday May 4 1993

## Keeping up the pressure

THERE are no grounds for euphoria at the endorsement of the internationally-brokered peace plan for Bosnia by Mr Radovan Karadzic, the Bosnian Serb leader. The United Nations and European Community mediators, Mr Cyrus Vance and Lord Owen, have sweated to achieve the diplomatic breakthrough achieved in Athens on Sunday and they deserve to be congratulated on the outcome. But even their own spokesman acknowledged that getting the leaders of the warring factions to sign the Vance-Owen plan was "the easy part".

It is only as a measure of the difficulties that lie ahead that such a description can be applied to the many months of laborious negotiations between the warring parties, and the frantic shuttle diplomacy of the mediators. A week ago, the process seemed to be in ruins. Now it has been signed, its implementation promises to be an uncertain and immensely complicated task, given that the Bosnian Serbs only agreed after their arms had been comprehensively twisted.

Even if the Bosnian Serb assembly endorses the peace plan, by no means a foregone conclusion judging by the defiant statements of some hardliners. It is still uncertain whether the military will go along with the decision. General Ratko Mladic, the commander of the Bosnian Serb forces, has frequently proved in the past that he is capable of taking the law into his own hands.

The plan is a bitter pill indeed for the hardliners to swallow. It calls for the withdrawal of Bosnian Serb forces, currently occupying 70 per cent of the land surface of the country, to areas making up only 43 per cent of the total. In return, Mr Karadzic appears to have won only two concessions. The mediators offered to create a narrow demilitarised corridor across northern Bosnia, which would link Serbia with Serb-controlled territory in Bosnia. However, it will not be controlled by local Serb police, as demanded by Mr Karadzic, but by UN troops. The other modification, in favour of the Bosnian Serbs, is reported to be the initial replacement of Serb by UN troops in regions like eastern Bosnia, now occupied by the Serbs, but which have been allocated either to the Moslems or Croats under the Vance-Owen plan. Yet it is clear that this would be a potential

source of conflict since both the Moslems and the Croats would, sooner or later, want to provide their own security.

For the United Nations and the western allies, in particular, the enforcement of the peace plan presents an enormous challenge. Nato, which has offered to assume the task on behalf of an overstretched UN, has estimated that it will need at least another 60,000 troops for an unspecified period to do the job properly. Such a large force will require a substantial contribution from the US, which should be facilitated if American troops are placed under Nato rather than UN command.

Yesterday's announcement by the White House that the US would be prepared to provide ground forces for such a purpose was a shot in the arm for Nato planners. But the US contribution is unlikely to meet more than one quarter of the total number required. Britain and France, with peacekeeping forces already in Bosnia and other parts of the former Yugoslavia, will also be asked to make higher contributions along with other western nations.

They will have to do so quickly, since any delay will certainly ensure the unravelling of the peace plan, which provides for the withdrawal of all the warring parties' forces to their designated provinces within 45 days of a ceasefire. Mr John Major, the Prime Minister, and Mr Warren Christopher, the US Secretary of State, were also right to emphasise at their weekend meeting that the pressure on Belgrade and the Bosnian Serbs must be maintained until a ceasefire is in place and the peace agreement implemented.

The emphasis has shifted away from military action following the outcome of the Athens summit, though the US still insists that it should be retained as an option in case the Bosnian Serbs do not stick to the agreement.

What is clear, however, is that international economic sanctions must not be lifted until the implementation of the peace plan is well advanced. The evidence is that it was, above all, the fear of the effect of reinforced sanctions and the threat of permanent economic and political isolation that finally persuaded President Milosevic to make his vital contribution to the peace process. Such pressures still have an important role to play in the enforcement of the plan.

## Bulky prices for compact discs

BRITISH and other European buyers of compact discs get a raw deal by comparison with music lovers on the other side of the Atlantic. Prices in Europe are about 40 per cent higher than in North America. While the precise size of the discrepancy depends on the exchange rates used for comparison, even the record industry admits that European consumers pay more.

The issue has come to a head in the UK, where a parliamentary select committee last week finished public hearings on the subject. So far, the industry has failed to give a convincing explanation of why CD prices are so high. It is therefore welcome that Sir Bryan Carsberg, director-general of fair trading, is considering referring the matter to the Monopolies and Mergers Commission.

The source of the price discrepancy is still something of a mystery. The industry's argument that the costs of supplying CDs in the UK are higher than in the US does not ring true. On the other hand, no evidence has emerged of a cartel among either record companies or retailers.

The most convincing explanation is that the industry, which is increasingly dominated by multinational companies, has segmented the global market into a series of national ones. In doing so, it has decided that it can get away with charging more for the same music in Europe than it does in America.

A price-fixing cartel is not necessary to achieve this because one company's music cannot normally be substituted for another's. Somebody wishing to buy Pink Floyd's *Dark Side of the Moon* is hardly likely to switch to Beethoven's *Choral Symphony* just because the price is lower. Each title is therefore effectively a mini-monopoly, at least where protected by copyright.

Copyright law also buttresses market segmentation by allowing record companies to ban retailers from buying CDs at cheaper wholesale prices in other countries. This ban on parallel imports enables the industry to maintain price differentials in wholesale prices between the US and the UK, which are then reflected in retail

prices.

Market segmentation and price discrimination are not in themselves always against the public interest. Since record companies have a high proportion of fixed costs, it is impractical for them to price CDs at the marginal cost of producing them. Doing so would lead to bankruptcy and the industry is right to stress that profit is not a dirty word.

To recoup the fixed costs - such as signing on and promoting artists - the industry has to charge a mark-up on top of marginal costs. Rather than charging the same mark-up for each customer, it may be more efficient to charge a higher mark-up for those who receive more value from the product. This argument provides some justification for the higher prices of CDs compared with cassettes despite their similar production costs: CDs are considered to be premium products because they last longer and sound quality is superior.

But a similar argument cannot justify price discrimination between Europe and America, unless one argues that Britons and Italians derive more value from listening to music than Americans and Canadians and so should pay more to subsidise their transatlantic brethren. Market segmentation in this case works against consumer interests and the competition authorities should act to remove it.

The best way of achieving this would probably be to follow the lead set by the Australian competition authorities which have concluded that the ban on parallel imports is against the public interest and should be outlawed from next year. Similar action in Britain would give record companies an incentive to cut their wholesale prices or face a flood of cheaper imports.

If record companies wished to be imaginative, they might lower their prices even without such an incentive, as high prices may be stifling the growth of the market. Given that the average American buys 30 per cent more CDs each year than the average Briton, the industry might find that lower prices were compensated through increased sales.

## United we stand, divided we fall

Quentin Peel reports on the malaise in Germany after the latest political resignation

There was trouble with Mr Björn Engholm, the dashing and popular leader of Germany's opposition Social Democrats, is that he never really seemed to want the power which he was supposed to be seeking.

He was the man who should have been campaigning furiously to overthrow Mr Helmut Kohl as German chancellor in next year's national elections. His heart was never in it. Instead he has become the most important victim in a series of self-inflicted resignations at the heart of the political establishment.

His sudden and extraordinary decision to quit yesterday for an apparently trivial mistake in misreading a parliamentary inquiry five years ago provides graphic confirmation of the malaise affecting the German body politic in the wake of German unification.

At a moment when the SPD should be far more popular than the ruling conservative coalition, which is undermined by its own internal squabbles and an acute downturn in the national economy, the resignation has thrown the opposition into disarray.

On the one hand, it reflects the struggle for a new identity among social democrats throughout Europe. More than that, it seems to reflect a pervasive pessimism, almost a will for self-destruction, in the whole German political establishment.

The same could be said of the strike launched at midnight on Sunday night by thousands of steel and engineering workers in east Germany. They are demanding pay rises which might be expected to force many of their employers into immediate bankruptcy. The only obvious logic behind the engineering workers' campaign for a pay rise of more than 20 per cent is that they are seeking to raise the level at which they can claim unemployment benefit when their firms close down.

Less than three years after the process of German unification was launched with heady optimism, the country has slipped into a recessionary gloom which is in danger of becoming self-fulfilling. And yet the facts, both political and economic, do not seem to justify the extent of the pessimism.

The last major figure to resign was Mr Jürgen Möllemann, the former economics minister and candidate for the leadership of the Free Democrats, the junior partner in the ruling coalition. He quit in January after admitting signing a letter promoting a product - a plastic safety chip for supermarket trolleys - manufactured by a distant relative.

His successor as economics minister, Mr Günter Rexrodt, says that the economy may now be facing its steepest recession since the second world war. The mood of German industry, as measured by the respected Ifo institute in Munich, has been in virtual free fall since last year. Industrial orders were down 15 per cent in the first two months of the year compared with the same period in 1992, and manufacturing production was down 11 per cent. Retail sales fell nine per cent, and unemployment, both east and west, has topped 5m.

The economic gloom has compounded fears that the process of German unification has brought postwar economic prosperity to an end for good.

The merchants of doom declare that eastern Germany will be eternally condemned to be an industrial backwater, a German Mezzogiorno, while the western economy will be dragged down by the burden of interminable cash transfers to support it.

They fear that the country's structural problems are compounded by a political vacuum at the top, and the disturbing reappearance of the far right in local elections. They even question the reliability of Germany as a bastion of postwar west European democracy. There is gloom at home, and *schadenfreude* abroad.

The truth is that the pessimism is as overstated today as the optimism was in 1990. It is all too simplistic, short-sighted, and ultimately



wrong. German democracy is not in danger, and the German economy is fundamentally strong, if muscle-bound. But the country is going through a traumatic period of readjustment. There is a threat that the pervasive gloom could prove self-fulfilling, by extending and aggravating that process of readjustment.

First, the recession. It is so sharp precisely because of the artificial boost to the economy which came from unification. Parts of German industry were working at extraordinarily high levels of capacity utilisation (90 per cent and more) in the post-unification boom to cope with domestic demand.

**Democracy is not in danger, the economy is strong, if muscle-bound. But Germany is enduring traumatic readjustment**

The belated effects of the international recession, coinciding with the end of the first east German spending spree, has seemed unnaturally drastic.

Clearly that is a temporary problem, although one which has caused a slump in business confidence. The Ifo institute says the pessimism is exaggerated. "In spite of the extremely precarious situation, one cannot talk of the worst recession since the war, or of an economic catastrophe, as some people are doing," it said in its March report. It suggests that recovery could begin even before the end of the year, thanks to a recovery in

exports to the US.

What of the unification process? Most westerners actively involved in the eastern economy are convinced that the mood is worse than the situation merits. It is a reflection of the trauma of abandoning a monolithic socialist society for a free capitalist competition. East Germany is today a divided society, primarily defined by who has a job and who is unemployed.

Manufacturing industry is what has been devastated. Against that must be put the investment being pumped into rebuilding. Mr Kohl summed it up recently. Between 1990 and 1992 almost DM27bn (£10.9bn) was spent on rebuilding the transportation system: 5,600km of roads were renewed, 770 bridges rebuilt, 2,200km of railway track relaid, and 650km electrified. Anyone who drives around the so-called "new federal states" in the east can see both the results: road works in every town and village, sewers and water mains being rebuilt.

On top of the transport investment comes Deutsche Telekom. As the largest single investor in the eastern Länder, it spent DM11bn on capital investments in the east last year, and will do the same again in 1993. DM15bn went to east German manufacturers and suppliers.

Then there is the housing programme. The government has doubled - from DM30bn to DM60bn - the amount that can be borrowed to finance modernisation of the decrepit east German housing stock. It will, Mr Kohl believes, become "the locomotive for the upswing in the east".

Such huge sums of money are having a knock-on effect. Small service operators - plumbers, electricians, painters and paint-suppliers,

small builders and decorators - are springing up in every small town and village. Their activities are slow to show up in the statistics, especially when the statistical base is still suspect. But they are making a visible contribution.

The great worry about east German industry is that the high wages demanded to catch up with the west will discourage big investors. Mr Lothar Späth, former prime minister of Baden-Württemberg, the most prosperous state in the west, and now chief executive of Jenoptik, the laser-electronics arm of what used to be Carl Zeiss Jena, is convinced the problem is not insuperable. "It is too late to keep our wages

down," he says. "So we must become a high-technology, capital-intensive economy instead." At Jenoptik, he has scrapped every product the company makes but one - a laser machine making semiconductor chips for the former Soviet military - and is reorienting the company to identify competitive products for western markets.

The combination of a modernised infrastructure, investment in the most up-to-date manufacturing plant (such as the Opel factory at Eisenach) and a workforce which is, by all accounts, more flexible and adaptable than in the west, suggest that recovery in the east may come

**Mr Kohl sees a DM60bn housing programme in the east of the country as the locomotive for an upswing**

down," he says. "So we must become a high-technology, capital-intensive economy instead." At Jenoptik, he has scrapped every product the company makes but one - a laser machine making semiconductor chips for the former Soviet military - and is reorienting the company to identify competitive products for western markets.

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## Schmidt to do his bit

■ Helmut Schmidt, the former West German chancellor, has been growing ever crosser about what he sees as the shortcomings of his successor Helmut Kohl in steering a unified Germany towards a healthy future.

Not content with doling out schoolmasterly advice in his recent book *Handeln für Deutschland* (Action for Germany), the crusty 74-year-old is putting his money where his mouth is.

Banking on a bumper first print-run of 200,000 copies, he plans to sink the ensuing DM1m (£400,000) profit into a charitable foundation, based in Weimar.

He is also well on the way to persuading five other likely dignitaries from the world of business and finance to dig into their pockets to the tune of DM1m each to help get the foundation going.

The loot will be devoted principally to that great German pastime, organising talking-shops to dissect the country's ever-complicated future.

One of Schmidt's main worries is that ordinary Germans do not yet feel a common bond of "Germanness". He says he wants people from Dresden to feel at home in Aachen.

Since he thinks that happy state may be about 40 years off, the

## Going for broke

■ So chancellor Norman Lamont was right all along - those green shoots were stirring even in the depths of recession.

The latest retailer profitability rankings, drawn up by market research firm Corporate Intelligence, show Harvey & Thompson, Britain's 581st largest retailer - since last year trading as Lightship - firmly at the head of the league table achieving an extravagant 46.4 per cent pre-tax margin on sales in 1990-91. Its business? A pawnbroker.

## OBSERVER



not interested - not because he dreads a political minefield, but because he apparently believes that running the Dutch bank presents a greater challenge. He may not escape that easily.

Another candidate, Jacques de Larosière, governor of the Bank of France and former managing director of the IMF, turns 64 later this year, and so is a less likely choice on grounds of age alone.

Meanwhile, Horst Schulmann, a free-thinking German who is a mere 60, is also mentioned but is reckoned to be quite content in his newish job as head of the Hesse branch of the Bundesbank.

Could it be that the wily

## Two nations

■ Senior Bank of England apparatchiks, still sore about having been pipped at the post for the deputy governorship by a financial journalist, will not find next month's issue of *Vanity Fair* exactly calculated to lower the blood pressure.

In an article entitled *The Tweed Jungle*, Jacob Weisberg delivers a blow-by-blow account of "the bitter power struggle" that erupted in the "once chummy corridors" of the Economist during the bid to succeed editor Rupert Pennant-Rea now the latter is off to the "troubled" Bank.

While not always totally *au fait* with the byways of the British establishment, Weisberg, deputy editor of *New Republic* magazine, manages to score a direct hit surprisingly often.

But what does the Bank have to say about the way its number two designate strikes the author, namely as "ratty, goofy-looking with... pre-fashional sideburns and a greasy comb-over"?

## Chinese take-away

■ The Chinese answer to George Soros has just been made a university professor in the hope that some of his Midas touch will

more swiftly than expected. The more intractable challenge may prove to be reforming the western economy.

Mr Rexrodt may believe the recession is steep. But he is not a pessimist. Rather, he is convinced that painful structural changes in Germany are now possible. He is planning to produce a package of measures for reform by the autumn, to make *Standort Deutschland* - Germany as an investment location - attractive once more.

"It is not just a question of wages policy," he says. "It is much more. Our socio-political structures need to be changed." His spells out a series of areas for reform:

- reduced enterprise taxation;
- better promotion of R&D;
- more flexible labour practices;
- promotion of technical education vs academic disciplines;
- a reliable energy policy, including nuclear energy;
- accelerated privatisation of railways, roads and telecommunications.

Last month, Mr Kohl announced plans for a national conference on the educational system: "We are a country where the pensioners get ever younger, and the students get ever older," he told the *Bundestag*. "We have ever shorter working lives, ever shorter working weeks, and ever longer holidays: our competitiveness is in danger."

"A successful industrial nation which hopes to have a future cannot afford to become little more than a collective amusement park."

The question is can he, or Mr Rexrodt, deliver? For the Kohl coalition stands accused of failing to provide leadership, failing to take tough decisions on economic reform, and falling back on easy compromises.

That is the background against which Mr Engholm has decided to quit. He was, it must be said, a confirmed pessimist himself, both over the process of German unification, and over the medium-term prospects for the German economy. But he has also been a committed player in the game of German consensus politics, like Mr Kohl himself.

Both leaders showed that they could do business when they succeeded before Easter in negotiating a "solidarity pact" to help revive the east German economy. The deal has been criticised for its failure to reduce government spending enough in the wealthy west to finance the subsidies to the east: too much will come from borrowing, and too little from savings.

Yet the importance of the deal was its political message: that both sides of the political establishment, along with employers and trade unions, and the powerful German Länder, were prepared to bury their differences in the interests of national unification. It was a result greeted with obvious enthusiasm and relief by both Mr Kohl and Mr Engholm.

The SPD leader had also shown a willingness to seek consensus solutions on other key issues, like the control of the flood of asylum-seekers and would-be immigrants from eastern Europe, and the use of German soldiers in international peacekeeping operations.

On those issues, he faced constant criticism from within his own party ranks. His failure to persuade the party to seek and hold the centre ground in German politics was almost certainly a reason for his decision to quit.

The question now is whether Mr Engholm's departure from the political scene, and the disarray it has left behind, will undermine the tentative cross-party consensus on unification.

Any successor - such as Mr Gerhard Schröder, the current premier of Lower Saxony - will be tempted to opt for confrontation.

What is certain is that it leaves Chancellor Kohl without a serious challenger, either in his own party, or in the opposition. It is an ironic position for a man whose popularity is supposed to be at an all-time low. On the other hand, it may be a just reward for a man who has steadfastly refused to be a pessimist in politics.

## Great

■ Just when Observer assumed it had published the only Danish joke last week, a reader's Danish fiancée produces the other one.

What do the Swedes have that the Danes don't? Is the question. Nice neighbours, of course.







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**INSIDE**

**IBM lures Chrysler finance chief**

Mr Lou Gerstner, the new chairman of International Business Machines, yesterday made his first top-level executive appointment by naming Mr Jerry York, chief financial officer of Chrysler, to the same position at IBM. Mr York, 54, has been chief financial officer of Chrysler since May 1990 and has played an important role in the carmaker's successful efforts to cut operating costs. Page 19

**Kleinwort Benson looks outside**

Kleinwort Benson, the merchant banking group, is to look outside for a new chief executive to replace Mr Jonathan Agnew. Mr Agnew has been chief executive of Kleinwort Benson for the past five years. Page 18

**Digging for victory**

"We're the most efficient coal miners in the country," boasts Richard Budge as he strides across the English countryside. Before him lies a gigantic hole in the ground. This is Colliery, one of the UK's largest open cast mines, operated on behalf of British Coal by RJB Mining, Mr Budge's company. Over the past month, scores of visitors have come to peer into its grey depths as a prelude to the flotation of RJB. Page 18

**Not just a hangover**

It seems a neat conclusion to pin the blame for last week's dive in the UK gilt market on a painful hangover after the Bank of England's £3bn (\$4.62bn) auction of five-year stock. But there were plenty of other much more serious reasons. To lure overseas investors in, yields will probably have to go up. Page 20

**Prospective p/e ratio**

The latest prospective p/e ratio for the "500" index for calendar 1993 is 14.3 according to IBES, the consensus estimates service (last week: 14.3). This compares with an IBES estimate of 14.3 for the "500" of 14.4 (18.9) for calendar 1992. The official FT calculation of the historic p/e, based on the latest reported earnings, is 17.61 (17.87).

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**EC set to reclaim Klöckner-Werke loan**

By David Waller in Frankfurt and Andrew Hill in Brussels

THE European Commission is poised to demand the full recovery of its DM175m (\$106m) loan to Klöckner-Werke, the German steel and engineering group which filed for protection from its creditors in December.

The move, which is up for discussion at the full meeting of the EC executive tomorrow threatens to push the Klöckner group into outright bankruptcy.

Bankers to the group believe the EC's stance will lead to the unscrambling of a

complicated debt restructuring deal under which the bulk of the group's creditors had agreed in principle to forgive DM1.4bn of the group's DM2.7bn debt.

The restructuring plan was designed to guarantee survival of the group and prevent problems of the steel businesses - Klöckner Stahl and Klöckner Edelstahl - from dragging down Klöckner's engineering subsidiaries.

The non-steel companies employ 25,000 out of the group's 33,000 workforce and are not formally touched by the "composition proceedings" which Klöckner has launched under German insolvency law.

But three large German banks warned in a letter to the commission yesterday that these jobs would be at risk if the EC called in its loan.

The EC, which granted the loan for investment purposes under the European coal and steel treaty, ranks among Klöckner's biggest creditors.

The biggest is Deutsche Bank, the group's house bank which is believed to be owed DM450m.

Other leading creditors include the Westdeutsche Landesbank, state bank for North-Rhine Westphalia, believed to be owed DM255m; Dresdner Bank, with

DM175m and the Bayerische Vereinsbank with DM150m.

Hard line EC commissioners, believed to be in a majority, are demanding that the Duisburg-based Klöckner should not be given special treatment amid the crisis afflicting the EC steel industry.

But bankers, including Mr Ulrich Cartelieri from the Deutsche Bank, said in their letter yesterday that the bankruptcy of the group would give the opportunity for rival steel manufacturers to buy Klöckner's steel-works at knock-down prices, thereby contributing to the glut of steel capacity in the EC.

**Richard Waters on moves to put the world's financial centres on an even footing**

**Tough time making a level playing field**

INTERNATIONAL agreements between financial regulators are seldom what they appear. Ostensibly devised to ensure the integrity of international markets or reinforce the financial system against unexpected shocks, they are often the result of a quite different motivation: the desire by heavily regulated nations to prevent companies in lightly regulated ones from gaining an advantage in international markets.

Last week's proposals from the Basle Committee on Banking Supervision on the market risks run by banks fit the usual pattern. Laying down common minimum capital levels for banks which trade equities, debt and foreign exchange, as well as the derivatives which have grown up around these core markets, has obvious prudential attractions.

However, the move springs at least as much from a drive to put the world's main financial centres on an equal footing.

Securities firms in London in particular have long enjoyed a lighter capital regime than elsewhere.



Gerald Corrigan: 'No regime can capture all activities and strategies'

The Basle Committee's last attempt at international harmonisation - the 1988 accord which established an 8 per cent minimum capital level to back credit risks - was motivated by similar concerns. By forcing Japanese banks in particular to back their loans with more capital, the accord helped more heavily capitalised banks to maintain their position in international banking markets. Establishing the same "level playing field" is proving more difficult.

The Basle Committee had hoped to reach a common agreement on market risk with the International Organisation of Securities Commissions (Iosco), which represents securities regulators. This would have led to a common framework for commercial banks as well as investment banks and securities houses.

That plan foundered last year when Mr Richard Branson, outgoing head of the US's Securities and Exchange Commission, vetoed the proposals on the grounds that they were too lax. Making the playing field more uneven is a European Community directive on capital adequacy for both banks and securities firms, agreed last year.

The result is a mess: securities firms outside the EC will not have to adhere to any international guidelines, while banks inside it will have to meet two different sets of rules for measuring market risk.

In at least two respects, the Basle rules have been pitched at a more stringent level than the EC's directive. Foreign exchange risks - against which banks previously have not had to provide any capital at all - will set up more capital.

This could help to reverse the bias in regulation in recent years that has encouraged the securitisation of bank assets.

Instead, the Basle Committee last week published a paper proposing a common method for measuring a bank's overall interest-rate risk.

While the latest Basle proposals may have wide-ranging and as yet unpredictable effects on banks' activities in the financial markets, they seem unlikely to have as profound an effect as the

the IMF estimates that the total cross-border ownership of tradable securities has increased to \$2,500bn.

US pension funds are projected to double the share of foreign securities in total assets to 10 per cent by the mid-1990s.

Such portfolio diversification can be a tremendous force for good in the world. By putting resources where they are needed, the investment of savings from mature industrialised countries in higher-yield-

**THEIR role in society**

is invaluable. We depend on them for our security in old age. But pension funds have also emerged as one of the great potential destabilising forces in the world's financial markets.

**Pension funds can rock the financial markets**

Last week in Washington, finance ministers and senior officials from the world's leading industrial countries took time out from their everyday pre-occupations, to ponder some of the lessons of last autumn's crisis on the world's currency markets.

Their conclusions - summed up in a communiqué by the Group of Ten industrial countries - amounted to little. But that should cause no surprise. Two days - one by staff of the International Monetary Fund and another by senior G10 officials chaired by Mr Lamberto Dini of the Bank of Italy - served to highlight the powerlessness of governments and central banks in the face of massive currency movements.

A quick statistical overview of the foreign exchange market shows what problems governments face.

Daily foreign exchange transactions have grown rapidly over the past decade, fuelled by the liberalisation of capital markets, technological advances in computers and telecommunications and the rapid expansion of the amount of funds managed by institutional investors.

As a result, daily net turnover of the nine biggest foreign exchange markets totalled \$100bn last year, a sum much higher than the total non-gold reserves of all the industrial countries. According to the IMF, these totalled \$655.6bn in April 1992.

**Economics Notebook**  
By Peter Norman

The total reserves of the industrial countries are also dwarfed by the volume of financial assets held by foreign investors.

Total cross-border equity holdings in the US, Europe and Japan increased from \$800bn in 1986 to \$1,300bn in 1991 while

sounding percentages can translate into potentially large financial flows. US pension funds, for example, had invested just 4.6 per cent of their assets abroad in 1991. But these were worth \$125bn. Similarly, the 6.6 per cent of assets invested outside the US by American mutual funds was worth \$30bn.

Moreover, the IMF and Dini reports both predict that the trend to international portfolio diversification will keep growing. The IMF quotes research by InterSec Research Corporation, a company that tracks pension fund investments worldwide. This estimates that the share of foreign currency denominated assets in the portfolios of the world's 300 largest pension funds will increase from about 7 per cent at present to about 12 per cent by the middle of this decade.

aged positions in currencies.

The Dini report notes that some pension funds have also started to treat foreign exchange as an asset class in itself, separate from any debt or equity security.

**Four banks withdraw from BT share sale**

By Richard Gourlay in London

AT least four European banks excluded from the global syndicate to market the UK government's remaining BT share stake have withdrawn their support as regional managers to the £25.5bn (\$34.7bn) issue.

The banks, which include Kleinwort Benson, the UK merchant bank, Banque Nationale de Paris and Banque Indosuez of France and Enskilda of Sweden, are understood to be unhappy at being prohibited from marketing to the 500 global institutions most likely to be interested in the issue.

Under the rules set by the SG Warburg, adviser to BT and global co-ordinator for the sale of the 21.9 per cent stake, 11 global syndicate banks have been given exclusive access to these institutions.

This structure moves away from previous practice. Advisers hope the new structure will increase competition among the co-ordinating banks - who will now compete with each other across national boundaries - and maximise the return to the UK treasury.

While the 11 global syndicate banks will have exclusive access to these top institutions, they will also be allowed to market to smaller investors.

Warburg has named as co-ordinating banks: Barclays de Zoete Wedd, Cazenove, Daiwa Securities, Deutsche Bank, Merrill Lynch, Morgan Stanley, NstWest Securities, Paribas Capital Markets, NM Rothschild and UBS Limited.

Warburg will be co-ordinating the global book-building exercise.

A case in point was France last year which eventually fought off speculation against the French franc and forced losses estimated at \$1bn on speculators in the process.

But although the French franc is doing well in the honeymoon period after the centre-right government's sweeping election victory, few foreign exchange operators are yet willing to give it a completely clean bill of health.

"International Capital Markets: Exchange Rate Management and International Capital Flows. \$20 from the IMF, Publication Services, 700 19th Street, NW, Washington DC.

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## WORLD STOCK MARKETS

## CANADA

Stock	High	Low	Close	Change
TORONTO				
4 pm close May 3				
Quotations in Canadian dollars				
11614 Alcan	51.50	51.00	51.25	+0.25
11615 Alcan	51.50	51.00	51.25	+0.25
11616 Alcan	51.50	51.00	51.25	+0.25
11617 Alcan	51.50	51.00	51.25	+0.25
11618 Alcan	51.50	51.00	51.25	+0.25
11619 Alcan	51.50	51.00	51.25	+0.25
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11671 Alcan	51.50	51.00	51.25	+0.25
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11673 Alcan	51.50	51.00	51.25	+0.25
11674 Alcan	51.50	51.00	51.25	+0.25
11675 Alcan	51.50	51.00	51.25	+0.25
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11697 Alcan	51.50	51.00	51.25	+0.25
11698 Alcan	51.50	51.00	51.25	+0.25
11699 Alcan	51.50	51.00	51.25	+0.25
11700 Alcan	51.50	51.00	51.25	+0.25

## INDICES

Index	Value	Change
NEW YORK		
Dow Jones	4,419.38	+38.02
S&P 500	441.93	+3.80
NASDAQ	1,000.00	+10.00
STANDARD AND POOR'S		
Composite	441.93	+3.80
Industrial	441.93	+3.80
Financial	441.93	+3.80
Health Care	441.93	+3.80
Technology	441.93	+3.80
Consumer Goods	441.93	+3.80
Energy	441.93	+3.80
Telecommunications	441.93	+3.80
Transportation	441.93	+3.80
Utilities	441.93	+3.80
Real Estate	441.93	+3.80
Commodities	441.93	+3.80
International	441.93	+3.80
Global	441.93	+3.80
Emerging Markets	441.93	+3.80
Fixed Income	441.93	+3.80
Equity	441.93	+3.80
Options	441.93	+3.80
Derivatives	441.93	+3.80
Commodities	441.93	+3.80
Real Estate	441.93	+3.80
Utilities	441.93	+3.80
Transportation	441.93	+3.80
Consumer Goods	441.93	+3.80
Energy	441.93	+3.80
Telecommunications	441.93	+3.80
Health Care	441.93	+3.80
Technology	441.93	+3.80
Industrial	441.93	+3.80
Financial	441.93	+3.80
Dow Jones	4,419.38	+38.02
S&P 500	441.93	+3.80
NASDAQ	1,000.00	+10.00

## TOKYO - Most Active Stocks

Stock	High	Low	Close	Change
TOKYO - Most Active Stocks				
Friday April 30 1993				
11614 Alcan	51.50	51.00	51.25	+0.25
11615 Alcan	51.50	51.00	51.25	+0.25
11616 Alcan	51.50	51.00	51.25	+0.25
11617 Alcan	51.50	51.00	51.25	+0.25
11618 Alcan	51.50	51.00	51.25	+0.25
11619 Alcan	51.50	51.00	51.25	+0.25
11620 Alcan	51.50	51.00	51.25	+0.25
11621 Alcan	51.50	51.00	51.25	+0.25
11622 Alcan	51.50	51.00	51.25	+0.25
11623 Alcan	51.50	51.00	51.25	+0.25
11624 Alcan	51.50	51.00	51.25	+0.25
11625 Alcan	51.50	51.00	51.25	+0.25
11626 Alcan	51.50	51.00	51.25	+0.25
11627 Alcan	51.50	51.00	51.25	+0.25
11628 Alcan	51.50	51.00	51.25	+0.25
11629 Alcan	51.50	51.00	51.25	+0.25
11630 Alcan	51.50	51.00	51.25	+0.25
11631 Alcan	51.50	51.00	51.25	+0.25
11632 Alcan	51.50	51.00	51.25	+0.25
11633 Alcan	51.50	51.00	51.25	+0.25
11634 Alcan	51.50	51.00	51.25	+0.25
11635 Alcan	51.50	51.00	51.25	+0.25
11636 Alcan	51.50	51.00	51.25	+0.25
11637 Alcan	51.50	51.00	51.25	+0.25
11638 Alcan	51.50	51.00	51.25	+0.25
11639 Alcan	51.50	51.00	51.25	+0.25
11640 Alcan	51.50	51.00	51.25	+0.25
11641 Alcan	51.50	51.00	51.25	+0.25
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11650 Alcan	51.50	51.00	51.25	+0.25
11651 Alcan	51.50	51.00	51.25	+0.25
11652 Alcan	51.50	51.00	51.25	+0.25
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11657 Alcan	51.50	51.00	51.25	+0.25
11658 Alcan	51.50	51.00	51.25	+0.25
11659 Alcan	51.50	51.00	51.25	+0.25
11660 Alcan	51.50	51.00	51.25	+0.25
11661 Alcan	51.50	51.00	51.25	+0.25
11662 Alcan	51.50	51.00	51.25	+0.25
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11664 Alcan	51.50	51.00	51.25	+0.25
11665 Alcan	51.50	51.00	51.25	+0.25
11666 Alcan	51.50	51.00	51.25	+0.25
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## WORLD STOCK MARKETS

## AMERICA

## Dow hesitates as doubts grow over recovery

## Wall Street

US share prices struggled to make headway yesterday after news of a decline in manufacturing activity raised fresh doubts over the strength of the economic recovery, writes Patrick Harverson in New York.

At midday, the Dow Jones Industrial Average was unchanged at 3,427.56. The more broadly based Standard & Poor's 500 was down 0.71 at 439.48, while the American SE composite was 0.07 firmer at 421.04 and the Nasdaq composite up 2.03 at 663.45. Trading volume on the New York SE came to 97m shares at noon.

The markets opened the week in a cautious mood. The first-quarter reporting season proved that corporate profitability is improving, but a slew of recent evidence suggesting that economic growth is slowing down has clouded the outlook for future earnings.

Yesterday's economic data was especially disturbing. The National Association of Purchasing Management reported that its index of business activity fell to 49.7 per cent last month, from 53.4 per cent in March. A measure below 50 per cent is indicative of a contracting manufacturing sector, and it is the first time the index has been below 50 per cent since September 1992.

Coupled with news of a small decline in March construction spending, the NAPM added to investors' concern about the state of the economy. The fact that share prices managed to hold their ground yesterday was primarily due to the rise in bond prices that was triggered by the NAPM data. The benchmark 30-year government bond rose well over half a point, pushing the yield down to 6.875 per cent.

Among individual stocks, Eastman-Kodak, which has suffered recently because of the turmoil among the company's top management, rallied 5% to \$49 in busy trading

after Kodak's independent board of directors called for a significant improvement in the company's performance, a call that was seen as backing for Kodak's chairman, Mr Ray Whitmore.

Minnesota Mining & Manufacturing rose 1% to \$113 after the company unveiled first-quarter net income of \$1.51 a share, up from \$1.38 a share a year earlier.

Brokerage stocks, a sector hit recently by profit-taking, were in demand as investors took note of the recent heavy trading activity on domestic stock markets. PaineWebber rose 3% to \$24, Bear Stearns added 3% to \$20, and Merrill Lynch firmed 3% to \$70.

Oil issues, which climbed sharply last week on brokers' recommendations, retreated yesterday. Chevron weakened 1% to \$66, Exxon slipped 3% to \$65 and Mobil softened 3% to \$70.

On the Nasdaq market, Chiron jumped 3% to \$57 on news that in recent tests a herpes vaccine produced by the company in a joint venture with Ciba-Geigy was shown to significantly reduce the frequency of outbreaks.

**Canada**  
TORONTO fell in early trade on profit-taking. The TSE-300 index slipped 11.98 to 3,778.03 in turnover of 17.3m shares valued at C\$150.86m. Declines outpaced advances by 209 to 200, with 233 issues steady.

The conglomerates sector saw Canadian Pacific, one of last week's solid gainers, relinquishing 3% to C\$20 in brisk trade.

**SOUTH AFRICA**  
GOLD shares gained ground, the index adding 44, or 3 per cent, at 1,505, but after an intraday high of 1,531. The overall index also put on 44 to close at 3,777, while industrials rose 16 to 4,387. De Beers moved up R2.50 to R86.75.

## EUROPE

## Euro Disney regains favour with rise of 3%

WITH THE UK and Tokyo closed yesterday, trading in continental Europe generally lacked direction and volume. PARIS lost a little momentum in late trading as the CAC-40 index finished 2.06 easier at 1,826.97.

Euro Disney was back in favour, improving some 3 per cent to close FF2.35 np at FF75.85, helped by last Friday's announcement of the appointment of a new chief financial officer. There was also speculation that the group might reveal further restructuring proposals this week.

Michelin suffered another fall after Friday's 6 per cent loss, finishing FF1.80 lower at FF141.70. Peugeot declined FF5 to FF155.

CGIP, up FF20 at FF1,080, confirmed that it had sold part of its stake in Cap Gemini Societ, down FF4.50, or 2.3 per cent, at FF180.00.

MILAN found comfort in the growing view that Prime Minister Carlo Azeglio Ciampi will be able to stich back together a broadly based coalition gov-

ernment, possibly including the ministers who resigned last week. The Comit index rose 12.26, or 2.3 per cent, to 538.82, but trading volume was restrained.

This takes prices back to around the levels of last Thursday before the resignations prompted a sell-off by private domestic investors early on Friday and institutions stepped in to recoup some of the losses.

Analysts expect the market to remain around current levels until Mr Ciampi's government announces a programme and puts it to a parliamentary vote on Thursday.

Mr Fabio Ferrando of Albertini in Milan said: "Given the current political and economic situation, the support of the PDS to the government would be a good thing because broad support will mean a strong government able to take tough decisions. The next step will be to see whether Mr Ciampi wins Thursday's vote of confidence. Investors will take their cue from that."

Stet, the state telecommuni-

cations group was a strong performer, rising L104, or 4.1 per cent, to fix at L2,635, before slipping to L2,630 after hours.

FRANKFURT managed a slight improvement but most traders said activity remained unenthusiastic. The steel strikes in east Germany, which began yesterday, are also affecting investor interest. The DAX index was finally 1.97 ahead at 1,629.16, after a day's loss of 1,617.40.

Among the actives, Siemens gained a net DM1.10 at DM617.10, after falling to DM611.30. Continental was up DM2.20 at DM194.50 ahead of reporting a group net profit of DM188m, against a DM128m loss in 1992. Elsewhere in the automotive sector, Volkswagen lost 70 pf to DM323.00 as BMW and Daimler made respective gains of DM5 and DM2 to DM470 and DM577.50.

ZURICH was higher in active trade, led by chemical and pharmaceutical shares, and the SMI index rose 23.1 to 2,152.8. Ciba-Geigy, SF14 ahead at SF604, was the most active

stock. The sector is gaining ground on a growing view that US plans for health reform may be less damaging to the outlook for Swiss groups than originally thought. Roche certificates rose SF80 to SF143.70. Bearers in Sns Chemie, a medium-sized chemicals group, rose SF150, or 7.5 per cent, to SF2,150 after the company said it planned to buy back up to 250,000 of its own bearer shares for SF2,200 per share.

Among banks, UBS bearers added SF7 to SF941.

Ascot bearers came under renewed pressure, falling SF70, or 5.6 per cent, to SF1,180.

BRUSSELS remained weak in very thin trading. The Bel-20 index fell 8.0 to 1,189.52, registering the market's 12th fall in the last 13 sessions.

Petrofina, which breached a technical support at BF8,500 on Friday, recovered most of its intra-day losses just before the market closed, ending BF200 easier at BF8,380, having dipped to a low of BF8,220. UCB, the chemicals, pharma-

ceuticals and packaging group, extended recent weakness, closing a net BF350 down at BF21,535, after an 18-month low of BF21,300.

Delhaize, the retailer that was hit on Friday by union action and picketing at its stores, was one of the few blue chip stocks bucking the lower trend. It finished BF6 firmer at BF1,144.

AMSTERDAM, which was closed on Friday, was able to react to the news that Philips was to end its partnership with Matsushita in their semiconductor joint venture. Philips' shares gained F11.00 at F125.80, but after a day's high of F126.10. The CBS Tendency index ended 0.4 easier at 107.2.

STOCKHOLM was active in banking issues, with S-E Banken up SKR5 in the "A" shares to SKR17, on expectations that the sector is set for recovery. The Affarsvarlden index rose 1.5 to 1,082.2 in turnover of SKR388m. Stora lost SKR1 to SKR299 ahead of tomorrow's first-quarter results. HILSINKI fell on prof-

it-taking. The HEX index closed 13.6 down at 1,173.5 in turnover of FM79.2m.

ISTANBUL made a spirited early effort to maintain the upward momentum but a broad wave of profit-taking left shares slightly easier.

The market index ended 2.33 lower at 7,805.31, bringing two-session losses to 91.61 since Thursday's all-time high of 7,896.92, which was the 10th closing peak recorded during April. The index had surged 271 points, taking it above the 8,000 level, in the first half-hour before profit-takers stepped in.

Investors became cautious ahead of the expected formal nomination today of Mr Suleyman Demirel as president, intensifying speculation about who will take over as True Path Party chairman and prime minister if parliament elects him.

● The Eurotrack 100 index was unavailable owing to the closure of the London Stock Exchange.

## ASIA PACIFIC

## Manila at a record high as Australia retreats

WITH Tokyo remaining closed until Thursday for the Golden Week holiday, markets in the region moved in various directions yesterday on domestic issues. Bangkok was also shut for a holiday.

MANILA climbed to a new high in quiet trading, breaking last week's record as demand for equities outpaced supply. Some analysts noted that the market continues to benefit from the increasing liquidity brought about by the reduction of banks' reserve requirement last Friday to 23 per cent from 24 per cent.

The composite index closed 11.13 up at 1,615.48. It has risen 28 per cent since the start of the year. Gains led declines by 34 to 13, while 25 issues were unchanged. Volume fell to 564m shares valued at 218m pesos from Friday's 2.1m shares worth 1.65m pesos.

AUSTRALIA ended at its lowest level since April 7 as profit-taking took hold. The All Ordinaries index shed 17.0 to 1,664.5 in volume of 245m

shares worth A\$252.3m. The All Industrials index fell 23.8 to 1,592.0 and All Resources weakened 12.0 to 955.9.

Gold shares receded from recent highs and the sector's index dropped 23.9 to 1,432.1. Newcrest eased a cent to A\$2.14, Poseidon Gold fell 13 cents to A\$2.67 and Placer Pacific lost 4 cents to A\$1.84. Banking issues held up well on hopes of a further reduction in interest rates. National Australia firmed a cent to A\$9.03, Westpac eased a cent to A\$3.32, ANZ dipped 3 cents to A\$3.40 and Commonwealth Bank shed 4 cents to A\$8.14.

Elsewhere, BHP slipped 18 cents to A\$14.28 and Brambles was down 22 cents at A\$14.50. HONG KONG finished easier, but well off the day's lows, helped by late bargain hunting.

The Hang Seng index lost 40.40 at 6,790.11, having initially touched 6,727.64. Turnover shrank to HK\$3.15bn from Friday's HK\$4.56bn. Blue chips, which bore the brunt of early profit-taking,

recovered lost ground, with Cheung Kong unchanged at HK\$26.10 after bouncing from a low of HK\$25.60. Actively traded HSBC was down HK\$1 at HK\$70.50, but after HK\$70. Profit-taking was also out-

manet affected by disappointing full year results from Reliance Industries. The BSE index slipped 19 to 2,081.

Although Reliance reported 1992 profits of Rp3.2bn (\$103m) against Rp1.6bn last year, the

## Colombo calm after assassination

THE stock market reacted calmly yesterday following the assassination on Saturday of President Ranasinghe Premadasa. Reuters reports from Colombo.

Economists and bankers said future foreign investment might be affected, but changes in economic policy were unlikely. The Colombo All-Share index fell 6.09 to 535.76. National Development Bank, one of the most active stocks, finished Rp3.25 down at Rp89.25, well above the day's low of Rp85. Mr Ifthar Ahmed, treasurer at Deutsche Bank, said: "Foreign investors who are looking to come in will probably tend to shy away and adopt a more wait-and-see attitude, but for foreign investment already in the country, I do not see much going on."

weighed by switching to market laggards, particularly second and third liners, including Seaboard International, up 30 cents at HK\$4.125, and Conic Investment, 62 cents stronger at HK\$4.175. BOMBAY fell back, senti-

market had been expecting a figure in excess of Rp8.5bn. The shares finished Rp6 cheaper at Rp177.50.

KARACHI gained ground as investors brushed aside news of political uncertainty and gave fresh buying orders. The

KSE index put on 3.36 at 1,098.46 and rises led falls by 155 to 128. Volume improved to 2.1m shares from 1.9m.

JAKARTA closed slightly softer in moderate trade. The official index eased 0.32 to 313.09. Transindo lost Rp300 to Rp2,800 after a number of brokers downgraded the stock.

TAIWAN saw some late buying that pulled the market up from early lows but turnover contracted to its lowest level since February. The weighted index was off 27.20 at 4,473.80, after earlier dropping more than 40 points. Turnover declined to T\$21.28bn from Saturday's T\$23.2bn.

The mood was soured by falls on Saturday and news that villagers protesting against pollution were blockading the Tashe Petrochemical Industrial Zone in southern Taiwan.

SEOUL ended a lethargic session a shade firmer in what brokers described as a technical improvement centred on blue chip manufacturing

shares. The market index added 0.91 at 718.58.

Late institutional bargain hunting helped the market higher, although many remain cautious after recent steep rises.

SINGAPORE was higher, with last-hour demand for blue chips pushing the market up. The Straits Times Industrial index ended 7.27 ahead at 1,790.90 in volume that dipped to 247.54m shares.

KUALA LUMPUR declined on profit-taking after an early sharp advance as investors turned cautious. The composite index ended 2.24 down on balance at 717.57, mainly due to a 60-cent drop in Telekom Malaysia to M\$15.60. The index initially set a new all-time peak of 724.15.

NEW ZEALAND continued to be affected by weakness in Carter Holt Harvey and Fletcher Challenge, the former losing 5 cents to NZ\$2.02 and the latter 7 cents to NZ\$2.74. The NZSE-40 index fell 17.39 to 1,594.35 in turnover of NZ\$23m.

## PolyGram

## DIVIDEND 1992

At the annual general meeting of shareholders of PolyGram N.V. held on 28 April 1993 a dividend in cash for the financial year 1992 has been declared of 0.65 Netherlands guilders per share on the company's outstanding common shares of 0.50 Netherlands guilders par value.

The dividend for holders of bearer shares will be payable as of 12 May 1993 on delivery of the dividend coupon Number 3; payment is subject to deduction of 25 per cent Netherlands withholding tax. The dividend coupon Number 3 is payable at the ABN AMRO Bank N.V., Herengracht 587, Amsterdam, The Netherlands.

Holders of CF certificates are entitled to the dividend providing that they have deposited their dividend sheets by the CF closing date of 28 April 1993 with a custodian affiliated to the 'Centrum voor Fondsenadministratie B.V.'. Payment is subject to deduction of 25 per cent Netherlands withholding tax. The dividend for shareholders on the company's register in Barm as at 28 April 1993 will be wired on 12 May 1993 to the shareholders concerned, after deduction of 25 per cent Netherlands withholding tax. The dividend for shareholders on the company's register in New York as at 5 May 1993 will be payable on 19 May 1993. Shareholders will receive advice by mail regarding payment and withholding tax arrangements.

This announcement appears as a matter of record only.

## Warrants

INTERNATIONALE NEDERLANDEN GROEP N.V.

Secondary offering 23,148,750

warrants 1991 per 2001

Arranged by:

ING INVESTMENT BANK

March 1993



## Norwest Corporation

U.S. \$100,000,000

## Floating Rate Subordinated Capital Notes due 1998

For the six months 30th April, 1993 to 29th October, 1993 the Notes will carry an interest rate of 5 1/4% per annum with an interest amount of U.S. \$265.42 per U.S. \$100,000 Note.

Bankers Trust Company, London

Agent Bank

## SCHRODER INTERNATIONAL SELECTION FUND

Société d'Investissement à Capital Variable

Registered Office: Luxembourg, 14, rue Ahringens

R.C. Luxembourg Section B 8282

## DIVIDEND ANNOUNCEMENT

The Annual General Meeting of shareholders has announced a dividend for SCHRODER INTERNATIONAL SELECTION FUND - EUROPEAN SMALLER COMPANIES of XEU 0.008 per share and a dividend for SCHRODER INTERNATIONAL SELECTION FUND - GLOBAL BOND of XEU 0.539 per share to shareholders subscribed and in circulation on April 26, 1993, ex-dividend date April 27, 1993 and payable on or after May 7, 1993 against presentation of Coupon No 1 for SISP-EUROPEAN SMALLER COMPANIES and coupon no 3 for SISP-GLOBAL BOND.

The shareholders can cash the dividend at the following bank: BANQUE GENERALE DU LUXEMBOURG S.A. 27, Avenue Montigny Luxembourg

The Board of Directors

## EUROPEAN SMALLER COMPANIES FUND

SICAV

8, Avenue Marie-Thérèse

L-2132 Luxembourg

R.C. Luxembourg No B 20993

## DIVIDEND NOTICE

By resolution of the Annual General Meeting held on April 27, 1993, a dividend of ECU 0.175 per share class "A" and per share class "B" is declared payable on or after May 6, 1993 to registered shareholders on record on April 27, 1993, and to holders of bearer shares upon presentation of coupon No.8. The shares are quoted ex-dividend as from May 5, 1993.

Paying agent:

Crédit Commercial de France (Luxembourg) S.A.

8, Avenue Marie-Thérèse

L-2132 Luxembourg

By order of the Board of Directors

## Realisation Company PLC

Shareholders are hereby notified that the unaudited net asset value per Ordinary Share was £2.54p as at 31st March 1993.

Realisation Company PLC

Shackleton House

Barbican Bridge East

London EC1A 1BB

Registered No. 2707106

## Notice of Interest Rates

To the Holders of

## The United Mexican States Collateralized Floating Rate Bonds Due 2019

NOTICE IS HEREBY GIVEN that the interest rates covering the interest period from April 30, 1993 to November 1, 1993 are detailed below:

Series Designation	Rate	Interest Amount	Interest Payment Date
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USD Discount Series B 4.125 Pct. P.A. USD 21.20 Per USD \$ 1,000 November 1, 1993

YEN Discount Series 4.125 Pct. P.A. YEN 21,200 Per YEN 100,000 November 1, 1993

April 30, 1993

CITIBANK, N.A., Agent







**FT MANAGED FUNDS SERVICE**

**AIB Unit Trust Managers Limited (1000F)**  
51 Belmont Rd, Uxbridge, Middx UB8 3BZ

[illegible][illegible][illegible]

Dancing: 0000 0149:53				
<b>MC Specialized Traders</b>				
Amgen Inc	55.15	55.15	55.15	0.86
Bank of America	33.75	33.75	33.75	1.80
Boeing Co	51.00	51.00	51.00	0.50
Chemical Bank	31.25	31.25	31.25	0.75
Comcast Corp	37.00	37.00	37.00	0.50
General Electric	35.00	35.00	35.00	0.50
Johnson & Johnson	65.00	65.00	65.00	1.00
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Oracle Corp	35.00	35.00	35.00	0.50
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## Guide to pricing of A

Complied with the assistance of

**INITIAL CHARGE:** Charge made on sale of unit. Used to defray marketing and administrative costs, including commission paid to salesmen. This charge is included in the price of units.

**OFFER PRICE:** Also called issue price. The price at which units are offered by Investors.

**BID PRICE:** Also called bid price. The price at which units are sold back by investors.

**CANCELLATION PRICE:** The minimum redemption price. The amount returned between the offer and bid prices is determined by a formula laid down by the government, in which the offer and bid prices themselves play a much narrower spread. As a result, the bid price is often set above the cancellation price. However, the cancellation price is the price at which units are bought by the company at any time, usually in circumstances in which there is a large excess of units over demand.

**TIMES:** The time shown alongside the fund manager's name is the time of the trust's first sale. Units were first sold in 1970, indicated by the symbol alongside the individual unit's name. The symbols are as follows: (Y) - 1971 to 1970; (X) - 1970 to 1969; (Z) - 1969 to 1968; (W) - 1968 to 1967; (V) - 1967 to 1966; (U) - 1966 to 1965. Only dealing prices are set on the basis of the number of units shown. Where there are no sales between prices prices become variable.

## Horized Unit Trusts

### RASTRO \$S

**HISTORIC PRICING:** The letter it denotes that the managers will normally deal on the price set by the market. The prices shown are the prices available before publication and may not be the current dealing levels because of an intervening portfolio revaluation or a switch to a forward pricing basis. The managers must deal at a forward price and may come to forward pricing at any time.

**FORWARD PRICING:** The letter F denotes that the managers deal at the price to be set on the next available business day on no definite price in advance of the purchase or sale being carried out. The prices appearing in the column are the most recent provided by the managers.

### SCHEME PARTICULARS AND REPORTS:

The most recent report and annual statement of accounts from fund managers.

Other supplementary notes are contained in the last column of the table.

7 Managed Funds Section

55 Life Assurance and Unit Trust Regulatory Organisation,  
Deane House,  
100 Broad Street, London WC1A 10SL  
Tel: 071-252 0444.

Managerial Salary Index		71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	3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Per Million	31.28	48.91	\$474	1.27
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Smith &amp; Wittenborn</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>South American St. London</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Societe Generale Trustee</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Ind.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of N.Y.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Ohio</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Tex.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Wis.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Wyo.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of La.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Ark.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Cal.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Ill.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Mich.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Pa.</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
<b>Standard Oil of Ind. &amp; Ohio</b>				
Per Share	1.04	1.59	15.23	0.42
Per Common St.	5	7	68	1.85
Per Preferred	1	1	10	0.27
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Compiled with the assistance of Lautro SS

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CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGE AND MONEY MARKETS  
US payroll week

THE main focus for the foreign exchange market this week will be the US non-farm payroll figure for April due on Friday, writes James Ritchie.

Traditionally, the payroll figure is the most important US indicator affecting the dollar, and this week it takes on particular significance. Recent US data have shown that the strong upturn in the US economy seen in the fourth quarter of last year did not follow through to the first quarter of 1993.

UK clearing bank base lending rate 6 per cent from January 26, 1993

Last Friday's data underlined that the US economic upturn is proving to be sluggish. US personal consumption, for example, showed a decline of 0.3 per cent in March against expectations of a 0.1 per cent drop. After last month's net fall of 22,000 in the headline payroll figure, analysts appear to be looking for a rise of 175,000 in the April number.

However, Mr Neil MacKinnon, chief currency strategist at Citibank in London, believes the figure will only show an increase of around 70,000. He thinks that the drop in personal consumption and the difficulty that President Bill Clinton has had getting his budget stimulus package through congress require a downward revision in growth forecasts for this year.

The poor news on the economy is particularly disappointing for dollar investors because it comes amid new indications that the Bundesbank wants to cut interest rates further, narrowing the differential between short-term German and US rates.

There is little expectation of another cut in official German interest rates at this week's Bundesbank council meeting. But Friday's cut in Germany's 3-day Treasury Bill rate has raised new speculation that the discount rate floor will be cut later this month.

2 IN NEW YORK

May 3	May 2	Previous
5 Spot	1.0915-1.0925	1.0910-1.0920
3 Month	1.0915-1.0925	1.0910-1.0920
12 Month	1.0915-1.0925	1.0910-1.0920

STERLING INDEX

		Apr.30	Previous
6.30	amc	80.9	80.9
9.00	amc	80.9	80.8
10.00	amc	80.9	80.8
11.00	amc	81.0	80.9
noon		81.0	80.9
1.00	pmc	81.0	81.0
2.00	pmc	81.5	80.8
3.00	pmc	81.1	81.0
4.00	pmc	81.4	81.0



### INVESTMENT TRUSTS - Cont.

## INVESTMENT TRUSTS - Cont.

592	Plantings For Excl	64	287	5.0	1.3	Jul	415.0	15	111
593	Planting High In	64	287	-5.0	3.0	Sep Apr	2.0	27	256
594	Planting High In	64	11.0	5.0	5.0	July/Apr	35.0	13	427
595	Planting High In	64	16.0	16.0			88.0	40	161
596	Planting High In	64	72.0	-4.0	4.75	Oct/Apr	1.0	28	283
597	Planting High In	64	17.0	-1.7	4.0	Oct/Apr	42.0	16	116
598	Planting High In	64	45.0				40.0	16	116
599	Planting High In	64	1.0	1.0	3.67	Sep Feb	23.7	16.1	260
600	Planting High In	64	2.0	2.0			243.0	11	361
601	Planting High In	64	219.0	20.0	0.25	Dec	1.0	16.0	161
602	Planting High In	64	54.0	13.5			356.7	15.3	290
603	Planting High In	64	239.0	-4.0	4.0	Mar then	21.0	12.5	256
604	Planting High In	64	13.0	-1.0	3.25	Oct Apr	59.0	15.0	256
605	Foreign & Oct	64	47.0	-1.0	0.44	Apr	44.1	14.3	252
606	Foreign & Oct	64	194.0	0.3	1.29	Dec	118.5	23.0	252
607	For & Oct Dues	64	1.0	-1.0	1.0	Dec	37.0	15.0	252
608	For & Oct Germen	64	21.0	-3.1	-1.1		145.0	19.0	252
609	For & Oct Dues	64	7.0	7.0	2.63	Apr Apr	19.3	25.0	252
610	For & Oct Dues	64	171.0	0.8	1.02	Nov Apr	15.5	25.0	252
611	For & Oct Dues	64	110.0	-1.0	1.0	Jan Jan	118.5	41.0	252
612	For & Oct Dues	64	116.0	-4.0	1.84	Feb Feb	118.5	41.0	252
613	For & Oct Dues	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
614	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
615	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
616	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
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618	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
619	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
620	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
621	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
622	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
623	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
624	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
625	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
626	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
627	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
628	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
629	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
630	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
631	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
632	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
633	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
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664	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
665	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
666	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
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692	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
693	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
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695	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
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707	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
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713	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
714	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
715	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
716	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
717	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
718	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
719	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
720	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
721	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
722	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
723	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
724	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
725	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
726	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
727	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
728	For & Oct US Self	64	110.0	-1.0	1.0	Feb Feb	118.5	41.0	252
729	For & Oct US Self	64	110.0						

130	Goverdhan Singh	114	0.25	Apr	11.4	15.3	874
131	Graham Flint	114	0.25	Apr	11.4	15.3	874

[illegible]

Jos Higgs Capital	57	-	-	3.68	-	1900
Income	106	-	11.8	10.4	6.85	1.3 1900

[illegible]

Majestic	173	4.75	Jul Jun	90.830.11	3270
Mahvern UK Ind.	124	3.77	Apr Sep	60.9	1.3 2076

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## NEW YORK STOCK EXCHANGE COMPOSITE PRICES

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Continued on next page



NYSE COMPOSITE PRICES

NASDAQ NATIONAL MARKET

Table with multiple columns listing stock prices and market data for NYSE Composite Prices. Includes sub-sections for -S-, -T-, -U-, and -V-.

Table with multiple columns listing stock prices and market data for NYSE Composite Prices. Includes sub-sections for -W-, -X-, -Y-, and -Z-.

Table with multiple columns listing stock prices and market data for NASDAQ National Market. Includes sub-sections for -A-, -B-, -C-, -D-, -E-, -F-, -G-, -H-, -I-, -J-, -K-, -L-, -M-, -N-, -O-, -P-, -Q-, -R-, -S-, -T-, -U-, -V-, -W-, -X-, -Y-, and -Z-.

AMEX COMPOSITE PRICES

Table with multiple columns listing stock prices and market data for AMEX Composite Prices.

Table with multiple columns listing stock prices and market data for AMEX Composite Prices.

Table with multiple columns listing stock prices and market data for AMEX Composite Prices.

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## FT INTERVIEW

## The art of a political warrior

Ichiro Ozawa, Japan's leading political reformer, speaks to Robert Thomson

Ichiro Ozawa carries into a room a tangible sense of certainty about his destiny. The chosen son of past elders of Japan's ruling Liberal Democratic party, he now runs a break-away faction and portrays himself as anointed by history to change the unchangeable Japanese politics.

Cultivated carefully by the US government, which also sees him as the man most likely to lead Japan into the next century, Mr Ozawa, 51, is hampered by scandal. He is awaiting his moment to return triumphantly to a debate about "political reform" which is animating the country.

Mr Ozawa was to have travelled to London this week to become more fully acquainted with British-style democracy. Difficulty in arranging meetings with perceived equals, including Mr John Major, the prime minister, and rumours of a snap election in Japan prompted him to cancel the visit, however.

For most Japanese, the recent conversion of Ozawa the manipulator, who controlled the LDP from a backroom into Ozawa the Reformer, pushing for openness and renovation, is one of the small miracles of the recent political instability.

Apart from Mr Ozawa's recently created LDP faction, a new party has surfaced. It is called, quite aptly, the Japan New party. There also exists a thriving crop of reform groups and a "Tokyo-style" "electronic town hall", as patented by Ross Perot in the US. Parliament is trying to redraw electoral boundaries and is debating tougher controls on political funding, while rumours emerge daily of fresh scandals and unholy alliances.

Among the most tantalising of the reports is that Mr Ozawa and Mr Tsutomu Hata, the former finance minister, are planning a new mainstream party, slightly left-of-centre, a party which would draw members from the Japan Socialist party and from other opposition parties. The aim is to provide an electable alternative to the LDP, which has held power for the past four decades and which, according to reformers, has outlived its usefulness.

"Everybody is asking about the idea of a new party, but we can't see clearly yet what will happen. The first thing we must do is change the system of constituencies," he said.

As a card-carrying LDP member, his talk of a new party must necessarily be guarded, but the implication is that the time is coming when a new party will emerge, one in which he might well have played a formative role.

One obstacle to launching a new party is the recession, which has slowed the flow of corporate donations into politics, as has the recent round of corruption scandals. Mr Ozawa's alleged but denied links to these scandals - involving illegal payments by the construction industry to politicians in the hope of buying influence and winning contracts - have made it difficult for him to collect funds. It remains true that an overhaul of the electoral system would make politics a cheaper business, less prone to corruption and more open to new parties.

Reform has been deftly derailed in the past. The Recruit stocks-for-favours scandal of four years ago was widely supposed to have provoked fundamental change. At that time, there were suggestions that Mr Takako Doi, the iron Butcher, could lead the socialists to power. Instead, the strongly ideological party retreated into a self-defeating theoretical debate about its policies and Japanese voters appeared to forgive the LDP its excesses.

This time, Mr Ozawa says, will be different: "There is such strong feeling now because change has been building up in the system. Each of the scandals, Lockheed, Recruit, and so on, have added a momentum to the debate. I believe reform has a good chance of success."

Portents of change were broadcast on Japanese television last month, according to Mr Ozawa, referring to images of Mr Kiichi Miyazawa, the prime minister, in the company of US President Clinton in Washington. Mr Ozawa argues Japan should no longer be represented by Miyazawa-like politicians.

"As I was watching these two leaders, standing side by side, my deepest fears were realised. Everything about them - their expressions, their stature - told you that these two men were from different eras. Mr Miyazawa is the personification of the cold war era. It is not a matter of age; it is a way of thinking."

Part of Mr Ozawa's platform,



'It is my duty to keep sounding the bell'

and one reason for US belief that he represents a new era in Japanese politics, is his argument that Tokyo cannot play a full role in international affairs without domestic political reforms that would make the government quicker to respond to outside challenges.

Mr Ozawa supports constitutional changes which would allow the military greater freedom in international peace-keeping operations and which would develop a foreign policy more independent of the US.

"For the first time in half a

## PERSONAL FILE

1942 Born in Iwate, Japan. Educated at Keio University, Tokyo.

1969 Elected to House of Representatives.

1981-82 Deputy chairman of Liberal Democratic party's policy research council.

1982-83 Director-general, LDP election bureau.

1985-88 Minister of home affairs.

1987-89 Deputy chief cabinet secretary.

1989-91 Secretary-general, LDP.

1992- Formed LDP faction.

century, we can see that the Clinton administration has a different attitude to relations with Japan. We can debate whether there is a consciousness change among the people of Japan, but there does need to be, at the least, a change in the consciousness of the people's leaders."

The unusual public criticism of Mr Miyazawa partly reflects Mr Ozawa's anger at his faction's isolation from the five other LDP factions. Meanwhile, the prime minister has not forgiven Mr Ozawa's alleged "arrogance" two years ago, when Mr Miyazawa was forced to make a humiliating visit to

the office of Mr Ozawa, then party power broker, to have his appointment confirmed.

Other LDP faction heads also thought Mr Ozawa was rising too quickly from behind Mr Shin Kanemaru, the "godfather" of Japanese politics, now awaiting trial on tax evasion charges. These LDP officials were delighted that Mr Ozawa was hauled before parliament to testify on his links to Mr Kanemaru, among the politicians who received kickbacks from construction companies.

With the Kanemaru crisis itself an inspiration for reform and Mr Ozawa very close to the "godfather", the Japanese public has yet to be convinced that he is clean. And, like Mr Miyazawa, many Japanese perceive that Mr Ozawa, an MP since the age of 27, is a little too confident of his political prowess. Personality reform, however, forms no part of the Ozawa agenda.

"In terms of actions and awareness, I am not typically Japanese. It is very comfortable to be an ordinary Japanese, but I can't allow myself to become complacent. It is my duty to keep sounding the bell and to make people more aware. I know some people describe me as arrogant, but I have no intention of changing to suit them."

Mr Ozawa makes an important distinction between "tactics" and "strategy". For tactics, the day-to-day manoeuvring against political opponents, he finds *The Art of War*, the Chinese classic military manual by Sun Tzu, a useful text. *The Art of War* advises generals not to camp on low-lying ground and states that the ultimate satisfaction in a battle is to win without shots being fired.

For strategy, the longer-term political outlook, he finds inspiration in another Chinese

text called *Shiji*, which traces the rise and fall of dynasties. His interest in history is reflected in his own comparison of 1990s Japan with 1860s Japan, the time of the Meiji Restoration, when reformers were struggling against state-controlled feudalism.

Mr Ozawa is drawing on these lessons of history to make sense of a political battleground on which only the initial skirmishes have begun. Like most Japanese, he is uncertain about the future course of a sometimes opaque debate about control - a debate made more complex by shifting relationships - but he is confident that he will recognise the moment for action and will triumph in the end.

"In Japanese history, during the Meiji Restoration period, there were many foot soldiers of reform who withered away without leaving any footprints, any sign of their contribution. I don't mind sacrificing myself for reform, as long as that sacrifice is not in vain."

## A field day for the bears



MICHAEL PROWSE  
ON  
AMERICA

Another wave of pessimism about the US economy now seems unavoidable. Even bearish forecasters were surprised by first quarter growth figures which showed the economy expanding at a sluggish annual rate of 1.8 per cent, sharply down from the 4.7 per cent rate of the fourth quarter. Final sales actually fell and, but for a jump in corporate inventories (stocks of unsold goods), real gross domestic product would also have contracted. Yesterday brought more gloom: the Purchasing Managers' Index - a widely followed guide to the health of manufacturing industry - was reported sharply down in April, mainly because of a plunge in orders.

"Poor lemmings are still crowding into the US stock market even though it is more overvalued than it has ever been," says Mr Jim Davidson, a one of resigned disbelief. Mr Davidson, an investment adviser based in Alexandria, Virginia, is predicting a crash in US share prices, a decline in GDP in spite of further easing of monetary policy by the Federal Reserve and a rise in the US budget deficit to \$600bn-\$700bn as the economy sags.

With co-author Lord Rees-Mogg (the former editor of the *London Times*), he has just published a new edition of *The Great Reckoning* (Simon & Schuster), a survival guide for the "final depression of the 20th century".

I mention Mr Davidson's forecast, not because I agree with it, but to illustrate the diversity of informed opinion on the US economy. While not implying another recession, the GDP figures are ominous in some respects. The weakness of some of the US's largest trading partners does appear, finally, to be sapping the vitality of the recovery.

Last year US exports defied recessionary forces, growing at a real rate of about 6 per cent. In the first quarter they contracted at an annual rate of 7 per cent relative to the fourth quarter. These preliminary figures, which are often heavily

of US saving and the fact that consumer spending raced ahead of personal incomes at the end of last year.

But with employment so far growing faster than last year, and with debt burdens and interest rates well down, real consumer spending should grow faster this year than the 2.3 per cent registered for the whole of 1992.

While consumption growth at an annualised rate of 5 per cent was never realistic, an underlying rate of, say, 3 per cent is not far-fetched.

Recoveries never proceed in a straight line: a couple of strong quarters followed by a weak quarter is a perfectly normal pattern. But the eight successive quarters of growth registered since the mild contraction in the winter of 1990-91 are a reassuring sign of the economy's underlying momentum.

If you average the fourth and first quarters, you get real growth at an annual rate of 3.3 per cent, in keeping with the rate of expansion in the third quarter of last year and close to what most economists still believe is feasible for this year as a whole. A glance at spending in cash rather than inflation-adjusted terms confirms the economy's continuing buoyancy: nominal GDP grew at an annual rate of about 5 per cent in the first quarter, down from 7 per cent in the fourth quarter, but hardly a signal of impending doom.

Early figures for April provide tentative signs of a pick-up in spending. But the decline in the Purchasing Managers' index suggests production and employment could be subdued for several months in reaction to weak demand in the first quarter. Consumer and business confidence is fragile partly because of growing uncertainty about the Clinton economic programme. Nobody is any longer sure whether the promised deficit reduction will materialise. At this stage the best guess remains that US growth will erratically climb back towards 3 per cent later this year.

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## Major's EC policy puzzle

After so many demoralising months of hard pounding over the notorious Maastricht Treaty, the British government has decided it is now safe to come up from the bunker and re-nail its tattered flag to the European mast.

The ratification war is not yet won. But the end is near enough for the prime minister to believe he can and should re-affirm his support for the treaty. So he has started delivering some pro-European speeches, despite the undilute hostility of a minority of his party, led by Lady Thatcher.

So far it is not easy to detect the policy prescriptions in Mr Major's pro-European message. He is in favour of Britain's continued membership of the Community, because being outside would be worse; he believes Britain should be at the heart of Europe, whatever that may mean; but he does not have any positive agenda for where the EC should go next or what it should do.

Mr Major is happy to express hostility to any form of centralism in Brussels. But for the rest, what we are getting is a message which is pro-European in tone, but without any discernible policy content.

We should not be surprised. There was a time, in the distant past, when some people in the original six member states believed that Britain would eventually outgrow its innate scepticism, and come to understand, or even share, their commitment to the Community model of European integration. The reality of two decades of British membership has disabused them of this touching faith.



IAN DAVIDSON  
ON  
EUROPE

The plain fact is that the British political establishment does not like the treaty, and does not care much for the Community either. The depth of its aversion has emerged clearly in the Maastricht ratification debates. Ostensibly there is a large majority in Westminster in favour of the treaty. But the debate over the social chapter has exposed a deeper reality, because it has generated conditions in which quite different alliances can conduct a covert fight against the Community behind the cloak of opposing party ideologies.

Objective reasons for Britain's Euro-scepticism are elusive. The UK economy is not radically different from other Community members. Whatever Mrs Thatcher's wishes, Britain is not like America: its social structures are similar to those of all other European countries, with highly developed networks of public welfare, health, education and social protection.

Whatever its irrational reasons, it is manifest that the British political establishment is uncomfortable with the European ambitions of its opposite numbers on the Conti-

nent. Until last September, Mr Major pretended to have a European policy, in the formula: £1 = DM 2.95. Events showed this was just a slogan, built on a fantasy.

Arguably, Mr Major needs a more solid European policy, and needs it urgently. Ratification of Maastricht is not the end of the story. Unless the exchange rate mechanism collapses completely, the other states will press forward. What will Mr Major say then?

The negotiations to admit new members from EFTA cannot fail to re-open debate on the full gamut of Maastricht commitments. What will Mr Major say then? At the very least, enlargement must include more majority voting, and most likely a strengthening of the European Parliament. What will Mr Major say then? If he is not to be wrong-footed on such politically loaded policies, he needs to look for some issue where he can take a slightly more constructive stance.

The obvious choice should be the foreign and security policy chapter in the treaty, because Britain has real assets: its diplomatic service, its professional army, its seat on the Security Council, its nuclear weapons. But the British establishment's conditioned reflexes jerk it three ways: the claims of European co-operation have tended to give way to great-power nostalgia or to vice-regal submission to the US.

Bosnia has been a case in point. While the US stayed home, Britain and France worked hand-in-hand. When President Clinton threatened to get involved, Britain cranked round to get in line,

regardless of the merits of the new US policy. This US whip-saw cannot be good, either for Europe or for Nato.

Now there is a school of thought in Whitehall that Britain is under no urgent pressure to respond to the Community agenda. First, the programme for Economic and Monetary Union is in disarray. Second, some other member states are themselves in political difficulty: for example, Italy, Belgium, Spain. Third, there are major uncertainties over the costs of our social welfare systems.

It would be difficult to deny the reality or the gravity of these problems. There is clearly a multi-faceted crisis of the European nation state; one facet is political corruption, as in France, Spain and, above all, Italy; another is the failure of the left-right political model, as in France; a third is the tension between the illusion of national sovereignty and the pain of regional solidarity.

There is also the crisis of European competitiveness, which shows up in the arguments over EMU, over the costs of the welfare state and the social chapter, and contradictory pressures between protectionism and trade liberalisation in the Uruguay Round negotiations. And then there is the crisis of strategic disorder - witness the disintegration of Russia and Yugoslavia.

But anyone who argues that these crises exonerate Britain from coming to terms with the Community paradigm, and from finding a constructive European policy, are making a mistake. Unfortunately, it is the same mistake Britain has been making for 50 years.

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1	2	3	4	5	6	7	8
9	10	11	12	13	14	15	16
17	18	19	20	21	22	23	24
25	26	27	28	29	30	31	32

**ACROSS**

- One more makes a soldier a sailor (5)
- Seed of discontent? (3)
- Chosen from the depot (5)
- Spoke to a number in uniform (9)
- A souvenir about what has been left behind (9)
- Everybody is about to read (5)
- Topical change of view (7)
- This could be said from the platform (4)
- Still one might doubt its existence (4)
- Even start (7)
- Foreign tongue somewhat rich in dialects (5)
- Takes a meal among sailors, though it causes delay (9)
- Sack to unload (9)
- Plan to have a drink, say (5)
- Faint from endless deprivation (3)
- Lemon tart is ordered for the conductor (5)

**DOWN**

- Young stallholder (8)
- I'm going into property assessment (9)
- Bones placed in a circle (5)
- Play school syllabus is a disgrace (7)
- Called for as arranged (7)
- Part of plans for promotion? (9)
- Shakespearean character is found in complicated plot (6)
- You could be up the creek without it (8)
- Treasures and riches he's put together (9)
- Possibly finding rent a lot but not criticising (8)
- Liquor made in eastern state (6)
- One kept in during school break (7)
- Wave on a doctor (7)
- Sort of boxer dog? (6)
- Trade organisation about to start striking reach agreement (6)
- Land part in Diamond Lil (5)

The solution to last Saturday's prize puzzle will be published with names of winners on Saturday May 15.